

# THE NATIONAL PROVISIONER

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## SOAP PLANT FOR NEW ORLEANS.

The German-American Soap Company has bought a block of land near the United States army barracks in the city of New Orleans, and will establish a soap plant. It is expected that operations will be under way by the middle of July.

## LARGEST SOUTHERN YARDS FAIL.

The Brady Union Stock Yards Company of Atlanta, Ga., was placed in the hands of a receiver last week by a petitioning creditor. Judge Newman, of the United States District Court, named T. D. Meador, vice-president of the Lowry National Bank, Atlanta, as receiver. The liabilities are placed at \$125,000, the assets at \$180,000.

## TO REDUCE OIL MILL TAXES.

An effort is to be made in Georgia to secure a reduction in tax valuations on the cotton oil mills of that State, on account of the alleged disorganized condition of the market. The State Board of Equalization will meet on May 31 for the purpose of fixing the assessment upon all textiles cotton mills and other industries. Last year the basis was a 60 per cent. value of the market price of the stocks.

## CUDAHY PLANT BURNED.

Fire which started early Wednesday morning in the lard room at the Cudahy packing plant at Los Angeles, Cal., caused a loss estimated at \$300,000. The company has \$265,000 insurance on this property. The following departments were gutted: Lard, canning and fertilizer, the ham house, the hog cutting house, cold storage department No. 4, and the beef, sheep and hog slaughter house. Michael Cudahy, now at Pasadena, says the destroyed portions of the plant will be immediately rebuilt.

## ANOTHER OIL MILL.

The Chappells, S. C., Oil Mill Company has just been chartered by the Secretary of State of South Carolina. The capital stock is \$15,000. The incorporators of the enterprise are C. E. Harper, J. S. Dominick, J. R. Webb, W. F. Glenn and J. E. Scurry. Mr. Harper was elected president of the company. Chappells is a small town on the Saluda river and it is surrounded by a populous and well-to-do agricultural population. The entire capital of the concern has been subscribed by the farmers locally. The plant will be built during the summer and got in readiness for the crush about November 1.

## ATLANTA GETS NEW OIL PLANT.

The Buckeye Cotton Oil Company, which is a Proctor & Gamble concern, will put up a big cotton oil plant at Atlanta, Ga., and will follow it with the erection of a soap factory. The company has purchased a site on the Southern railway opposite Clark University. The property is 700 by 300 feet, and admirably suited for factory purposes. A cottonseed oil mill will first be erected and later a big soap factory will be added. The Buckeye Cotton Oil Company already has seven big mills in the South, but the Atlanta mill will be the largest it has yet put up.

## ANOTHER ABATTOIR DREAM.

The stockraisers of Ottawa county, Kas., and neighboring territory believe that an independent packing plant will be erected at Minneapolis, Kas. Promoters have appeared with the proposition and a public meeting was held last week to sell stock and secure subscriptions. At this rate it is apparent that the bonus packing plant boomers intend to put up an abattoir in every hamlet in this and surrounding States. The idea of giving each village its own brand of meats and provisions is pleasingly novel, even if disastrously unprofitable.

## GOVERNMENT AFTER COLD, HARD MEAT FACTS

The western people, especially those who grow or are interested in the growing of cattle, are not so joyful now over the Department of Commerce and Labor's investigation of the meat packing houses. The reason for this is that the department has decided to look into the matter all along the line from ranch to mouth. The livestock men did not think that the cost of raising livestock and the marketing conditions at that end of the business would be as closely scrutinized as the dead meat end.

The government is going in for cold, hard facts. Commissioner J. A. Garfield has designated J. J. Dickinson to investigate the livestock situation in the ranges. The Commissioner himself will handle the factory end. The shipping of cattle and the selling of livestock by commission agents will become important parts of the inquiry. This is all necessary for an intelligent understanding of the whole matter. It will give data for proper comparisons. Mr. Garfield has entered upon a thorough search for the truth.

Private sources of information indicate that the stockmen have not only lost their enthusiasm over the so-called meat investigation, but they are already protesting against an inquisition upon their business as being both unnecessary and foreign to the purpose of the resolution which brought about the inquiry. They are already devising means for evasion, or for concerted action to present a uniform case. Their advisers and source of information are the livestock commission houses. The welcome the department's agents received at Chicago from the packers and the frankness and open manner of the meat people, as well as the absence of any dodging or hampering of the government's representatives by them, gave alarm to the livestock interests.

The cattlemen are honest. They do not understand the slaughterhouse business or the price at which meat should sell. They

have believed the equally uninformed daily press and relied upon the misleading data furnished. They are gradually awakening to the fact that the cost of beef is low now and that it is really too low for the price of beeves. Figuring on a plant or plants for themselves also brought out that fact. That simple thing has had more to do with the inability of the Independent Packing Company to secure the subscription of its \$5,000,000 of stock than anything else.

In a letter to a representative of The National Provisioner, a member of the above company said: "Don't figure so much. These blamed fools out this way are beginning to figure for themselves. We will pull through all right and make it pay as well as Armour or Swift, but we want the cash first. I went to a big cattleman the other day and asked him to join us and take stock. This is what he said: 'I went to a big butcher who supplied the meat for my ranch. I cut loose from the packers and he was bucking the same outfit. I asked him why he charged me so much for the meat. He replied that it cost him nearly that much. Then he sat down to figure out the cost of the stock, the killing, interest on capital, freight, refrigeration and a lot of things that never entered my head. Since then I've been buying from the big fellows, because it really costs me 1½ cents per pound less landed that it did from the local butcher at the town fifty miles from the ranch. Now that's why I'm not in on this yet.' That is how I got it in the neck with that close-fisted old millionaire. Those fellows are getting on to your figures, so let up."

The truth must be told, however. Commissioner Garfield is learning of the unseen items of cost in the beef business and the livestock men are becoming alarmed at his coolness, method and thoroughness. The packers are pleased with it.

## DO YOU HOIST YO HEE OR WHIZZ?

Leaflet No. 22122 is for folks interested in the "whizz" school of hoisting—for money savers

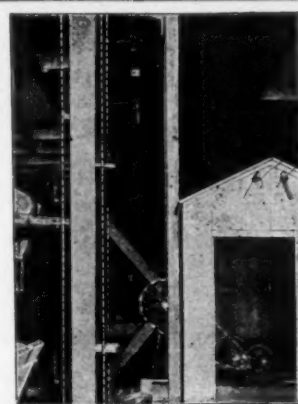
In other words, do you make a gang of men do the work, or save time, money and material by using electrically driven hoists driven by NORTHERN MOTORS.

We illustrate a "whizz" hoist driven by a Northern Motor

**NORTHERN ELECTRICAL MFG. CO.**

Engineers - Manufacturers  
MADISON, WIS., U. S. A.

See the Northern exhibit, Section 14, Palace of Electricity, St. Louis



### PRESERVATIVE TESTS COME TO AN END.

Chief Chemist Wiley, of the United States Department of Agriculture, has completed the series of food preservative tests which he has been conducting for more than a year, and the so-called "poison squad" which he has utilized for the purpose has been finally discharged. Dr. Wiley has not announced his conclusions concerning the effects of his experiments, and will make no authorized statement until the appearance of his official report. Unofficial interviews with department experts are significant, however. They indicate that borax and boracic acid came through the trial unscathed, while salicylic and other preservatives gave the "poison squad" some very uncomfortable days.

Dr. Wiley began his experiments with boracic acid. For months this was administered to the eaters of the squad in all their foods, meat and vegetable. Later the scheme of giving it in capsules, along with the meal, was tried. The men of the squad appeared

to thrive on the diet, notwithstanding the severity of the conditions imposed by the test. Dr. Wiley took no half measures and made it as hard as he could, both for the men and the preservative which was under fire.

After he had tested borax in every possible way, the squad was given a short rest, and then the experiments with salicylic and other acid preservatives were undertaken. Here the real troubles of the squad began, and judging from appearances and the comments of the men, they were glad to come out at the end of the period alive. The contrast between borax and the other preservatives in the effect on the men is said to have been striking. Dr. Wiley's official conclusions are awaited with interest. Upon them will depend the action of the Department of Agriculture in the regulation of many good standards, and the department's official announcement will have a marked effect, both at home and abroad.

### STANDARD FOODS THAT KEEP

The National Pure Food law is in a comatose state in a pigeon hole at Washington. The reasons which call for its life and activity still demand its resuscitation and passage. There are many reputable food manufacturers in this country. There are many who are deliberately the other way. The bona fide manufacturer is entitled to some protection and the eating public is entitled to that same protection and upon virtually the same ground, that the goods of one concern are pure, wholesome and fit to eat, while those of the other are a sham or worse.

This is especially true of canned, bottled and jarred foods—fruit, vegetable or otherwise. The New Jersey and the New York legislatures both took up the case in regard to canned goods. The matter has engaged the legislatures of other States. The complaint has become so general and the offense so rife that Congress felt the necessity of some stringent legislation in the premises after being logged persistently and with evidence which bore out the truth.

Take the big Rochester concern of Curtice Brothers, whose plant rises in the midst of a rich cereal, fruit, vegetable and poultry district. The strictest examination of the products put out by this concern shows that its goods are not artificially flavored, artificially

colored nor are they made from other substances than those named on the label. There is such a temptation to extract flavors or to introduce cheaper bases than those native to the substances used, that frauds in canned, jarred or bottled goods are inviting.

There is one exception. The potted chicken is not all chicken, because chicken is too dry to can alone. A bit of pork is added to give moisture and consistency. From the way in which the chickens are bought, the pork meat is the costlier of the two. The same natural condition run through the preparation of all this company's relishes, canned, glassed or other goods. The temptation to substitutes, artificial flavorings and colors to give the hint of freshness or of purity of material has been shunned.

The United States Department of Agriculture has found this to be the case here, as it has with the canned and glass jar goods of Armour & Company, Swift & Company, Nelson Morris & Co., the Beech Nut Packing Company, Libby, McNeil and Libby, the G. H. Hammond Company and other reputable American packers. The opposite of these are what call for the standard and the force of law which will show up the impositions that hurt our foods and health at home and abroad. A strong national pure food law is necessary,

not only for the purpose of giving the products of Curtice Brothers, Armour & Co., Swift & Company and the other concerns the standing their purity deserves, but also to eliminate the shams from our food trade or bring them to the national standard which should characterize our stuffs here and wherever they may go in the world of trade.

What inducement has a maker of honest condiments to keep up the grade and character of his brands if his field is to be invaded with equal freedom and at greater profit by any adventurer who may see fit to project his noxious imitations into the sphere of commerce. Most of the fraudulent formulas and processes in the food trade have been traced to Europe, where the local food commissions are now engaged in a deadly battle with them. The United States Department of Agriculture began waging a war upon such of these as came from abroad within the past twelve months. It is about time that the human stomach had some protection against these chemical preparations.

Then, again, every concern's goods are not hygienically put up. Standard stock, packed on scientific lines, will keep for a generation. Vegetable matter undergoes some change within the first six months after packing. Then it stops. The greatest sufferers are the rural districts that demand a cheaper grade. The food trade owes it to itself to work for a sound national pure food law.

### TO BUILD COTTON OIL MILL.

There will be a cottonseed oil mill at Little Mountain, Lexington County, S. C. The cotton planters in that section are subscribing the stock for it. The capital being raised is \$20,000. About half of this amount has already been subscribed. Little Mountain is a small incorporated town on the C. L. & N. R. R., which passes through that section from Columbia to Laurens. The district immediately about there is a prosperous cotton-growing one. The farmers are in a substantial way and are able to both build and maintain a cotton oil mill of fair size. It is intended to have the mill up and ready for this season's crush.

### JAPAN'S LIVESTOCK.

The Department of Commerce and Labor verifies a recent statement that the Japanese raise comparatively little livestock. The total number of cattle in the islands, it reports, is only 1,282,341, or 28.62 for each 1,000 inhabitants.



# COTTONSEED OIL.

## ITS STATISTICAL FEATURES, PRODUCTION, CONSUMPTION AND GENERAL MARKET CONDITIONS

By Joseph M. Holmes.

There is ample information to be had at all times concerning the cotton crop. Especial attention is paid as to the extent of the cotton acreage, and by the close of each season for the cotton crop it can be learned definitely as to its total outcome, its sources of home consumption, the export movements and the surplus of it left over for effect upon new crop market conditions. By the extent of the cotton crop deductions are made as to the seed supplies that the cotton oil mills may obtain, and the trade figures in a general way in the early part of a cotton crop season as to the probabilities of the seed supplies to the cotton oil mills and the extent of the cotton oil production, however that it may be misled frequently by conditions of market prices for the seed supplies which make more reserved takings of the seed supplies from planters' hands than had been apprehended.

But absolute information, and as apart from deductions from the volume of the seed supplies on a large or otherwise cotton crop, concerning the cotton oil productions is had irregularly, while it has a more or less uncertain look as to accuracy, while no two estimates concerning it agree. Indeed, at the close of a producing season the cottonseed oil people do not feel that they have absolute figures of the production, while they would have to estimate as to the quantities taken of the oil by the various home and export sources of absorption.

It is clear that much better information could be had of the cottonseed oil production and its movements if a bureau was organized for the purpose, and that the market prices then would be guided more by statistical exhibits than is possible for them at present.

The establishment of a bureau for general statistical information concerning everything of interest relating to cotton seed and its products has often been agitated. It would seem as if the interest was of the magnitude which called for energy in that direction.

The purpose of this article is to give a fairly good idea, not only of the volume of the production of cotton oil, but the sources of distribution of them, and which latter exhibit can be arrived at by the writer only as he has watched for years the sources of demand for the cotton oil and the growing consumption of manufactured goods from it, as well as the fluctuating demands for other fats, which are modified or enlarged according as the prices of the respective fats change demands from one to the other.

### Lard and Beef Fat Relations.

It will be necessary to associate some features of the pure lard market, notably as to the supply and prices of the hog fat, to get conclusions concerning the compound lard business, as well as the bearings from them concerning the takings of cottonseed oil by the compound makers. Moreover, the situations of the beef fat markets and their relative influence upon the soapmakers' consumption of cotton oil must be indicated. As well, the abundance or otherwise of the various soap oils of Europe in abridging or stimulating foreign market's requirements of the cottonseed oil in this country.

The production of crude cottonseed oil for the season of 1902 and 1903 was, in our opinion, about 2,600,000 barrels (some estimates make it 2,500,000 barrels, and others 2,750,000 barrels). This was the largest production ever had. The loss in refining that year was about 12 per cent., therefore there were in that year about 2,288,000 barrels refined oil on the market for consumption. The production of the oil in the previous season had been about 2,300,000 barrels crude, the output from which was, with the loss on refining that year about 10 per cent., in the neighborhood of 2,000,000 barrels. This year (1903 and 1904) there is more uncertainty as

to extent of the oil production, as the season is just wound up; but it is believed that in consideration of the large number of new mills that had been in operation this season that there has been about 2,000,000 barrels crude oil made, and which would make a shortage of about 600,000 barrels crude oil, as compared with the production of the previous season, although that as the percentage of refining has shown much less loss this year than that of the previous year, with very little off grade oil to be had through it, that the amount of the refined oil to be had this year was barely more than 500,000 barrels short of that of last year, and was close to 1,800,000 barrels.

As there is some trade familiarity with the volume of the production each year, however wide apart as indicated, its estimates are, it will be of more interest to figure upon the distributions of the cottonseed oil supplies, especially as many traders in them, while they have a general idea of the home consumption of the cotton oil, after deducting the export movements of it from the productions, yet are often very curious as to the extent of the various outlets for it.

### Movements to Europe.

The average movements of cotton seed oil to Europe are about 675,000 barrels each year (sometimes exceeding that amount, as prices are favorable to foreign markets); they were modified last year because of the then high prices for cotton oil and the abundance of other soap oils upon the continental markets; they have been, as well, somewhat restricted in this last season by the gradually rising prices of the cotton oil from the fall months to the early spring deliveries of this year, while in the more recent period of declining prices for the cotton oil there have been very large supplies of the other soap oils, notably of linseed, in Europe, and which were to be had there at relatively low prices; therefore there has been missed the export demand here which would have come about had some such prices as exists for the cotton oil been current at the beginning of the season. The export movements of cotton oil are behind those of the previous year up to this time about 100,000 barrels.

The complete figures of 2,288,000 barrels refined cotton oil as made in the season of 1902 and 1903, can be better used to show the relation of demands to production than the more uncertain estimates of this season's production.

Our deduction is that the compound makers used of the 1902 and 1903 production about 900,000 barrels, the soapmakers 400,000 barrels, the bakers 175,000 barrels, for salad purposes 80,000 barrels, the cannery 60,000 barrels, and that the foreign markets took about 625,000 barrels, leaving about 45,000 barrels for miscellaneous uses.

The figures of 175,000 barrels, as used in connection with the consumption for cooking purposes may look a little large, as against some opinions that had been held of that consumption. But when it can be said definitely that New York alone is now distributing more of the cotton oil to the bakers than the entire country distributed four or five years ago, it can be realized the great growth of the consumption of the cotton oil in a source that had before relied wholly upon the manufactured goods. All of the cities over the country are reporting increasing distributions of the oil for cooking purposes.

The proportion of the compound makers' consumption of the cotton oil or 900,000 barrels, out of the 1902 and 1903 seasons' production made it most significant, while it had most to do in determining values of the cotton oil. But last year's consumption by the compound makers was about 300,000 barrels greater than any preceding year, and as occa-

sioned by the then high prices of pure lard, and the consequent much more active demands for the compound lard, not only by all home consuming sources, but by Europe.

The season of 1903-1904 opened with prospects of continued liberal interest from the large buying sources of the previous year, while up to nearly the close of February there was no complaint of the compound makers over the extent of the business in compound lard. But when the pure lard market broke, as it did in the last few days in February, the demands for the compound lard fell off and they have not been awakened to activity since. It is now very doubtful if the consumption of cotton oil by the compound makers will get within 300,000 barrels of that of the previous year. It would need unexpected conditions in the pure lard market for a showing of business in the compound lard before the fall season to imply a use of the cotton oil by the compound makers in greater volume than indicated. There is, also, a shorter consumption of cotton oil this year by the soapmakers as against that of the previous year, and because beef fat prices have come down substantially, while they keep more than usual attention of the soapmakers to the injury of the cottonseed oil consumption.

Indeed, some expectations early in the season that there would be an abundance of fats for use of the manufacturing interests, however short the production of cotton oil then appeared as a probable outcome, have been realized.

That the cotton oil market rapidly advanced in the season up to February and because, mainly, of the views held concerning the effect of the reduced production of cotton oil and that the prices reached 41@42c. for prime yellow in New York, on the confidence of investors in it, had a poor outcome when the bullish sentiment was met by depressed conditions of other fat markets, and which were largely influenced by the liberal supplies of the other fats in this country and Europe and the breaking up of some other speculative markets, notably those for cotton, hog products and grain. By the abundance of these other fats and the bearish speculation which has run along in food products generally now for about three months, the fact that the cotton seed oil production is materially less than that of last year loses significance, and with the diminished consumption of manufactured goods that take cotton oil in their make it is now probable that there is sufficient cotton oil for use in the period to the new crop season.

### Effect of Other Markets.

That the decline in the prices of the cotton oil had been substantially fourteen cents per gallon from its outside trading basis of the season and that it failed to start up in a material degree consumption of the oil, emphasized the effect of the situations of all other fat markets upon the market position of the cotton oil.

The supplies of the cotton oil in this country unsold would not be at all burdensome if there were normal demands, as probably they are hardly more than 500,000 barrels, although some estimates place them at about 600,000 barrels as covering the holdings of all grades of refined, as well as crude; but it must be considered there are about five months' consumption ahead of the new crop.

Assuming that 900,000 barrels of the cotton oil were used last year by the compound makers there were 1,200,000 barrels compound lard made. As the production of pure lard last year was substantially 2,565,000 tierces, it can be considered that the lard supply of the country was then practically 3,765,000 tierces.

By taking the export movements of lard a

fair idea can be had of the home consumption respectively of pure lard and the compounds.

The exports of lard to all countries last year were 571,432,051 pounds; the movement does not vary much from those figures in any one year. In the season of 1901-1902, the exports of the lard were 522,936,550 pounds. By figuring 340 pounds net to a tierce of lard it will be found that the exports of lard last year equaled 1,710,000 tierces. Of this about 20 per cent. was of compound lard, and which left for the exports then 1,368,000 tierces pure lard and 342,000 tierces compound lard. This would imply that about 858,000 tierces of the compound lard were used last year in this country, and 1,197,000 tierces of the pure lard, or that the consumption of lard compounds and pure in this country was substantially in the season about 2,055,000 tierces. To this must, of course, be added the miscellaneous small packing everywhere, of which

no figures are possible as to its extent, as well as the use of the about 175,000 barrels cotton seed oil direct for cooking purposes.

The exports of lard in the season from Nov. 1 to May 14, of this year are 348,036,562 pounds, against 332,350,118 pounds in the previous year, for the corresponding time, but last year's shipments took in much more compound lard than those of this season. The Continental markets have already taken 30,000,000 pounds more lard for the period to May 14, than in last year for the same time, and the United Kingdom 15,000,000 pounds less than then.

We observe that the Department of Commerce and Labor makes the value of the cottonseed oil exported last year as over \$14,000,000, and that the value of the cotton seed oil exported from the United States during the last decade aggregates around \$105,000,000, that in 1889 the total value of the cottonseed

oil exported amounted to only a little over \$1,000,000, while in 1903, it was \$14,125,000. Of the \$14,000,000 worth of cottonseed oil exported in the fiscal year 1903, over \$2,500,000 went to France, \$3,750,000 to the Netherlands, about \$1,500,000 to Austria-Hungary, about \$1,250,000 to Germany, and about \$1,500,000 to other European countries. To Mexico the exports were over \$1,000,000 in value.

Of oil cake and oil cake meal the amounts exported last year from the United States equaled in value \$20,000,000, of which \$12,750,000 was from cotton seed; \$4,500,000 worth went to Germany, \$4,000,000 to Belgium, \$3,500,000 to the Netherlands, and about \$3,500,000 to the United Kingdom. Yet ten years ago the amount exported was not of sufficient importance to classify in the statement of exports.

## METHODS OF COTTONSEED MANUFACTURE

### WHICH WILL WIN OUT, AMERICAN OR ENGLISH?

By Edwin Lehman Johnson.

"While pure lard advanced during the week, cotton oil declined." Thus reads the market report for the week ending May 2d. The decline in cotton oil this spring, when so much better things were expected of it, has been most mysterious and disappointing to the oil mills. Attempts to explain it have not been satisfactory. Of course, there has been a decreased consumption of cotton oil. But why? And why should pure lard advance in the face of the fact that "the whole fat situation is sick?" There can be but one reason, and that is that pure lard must be better than much of the compound lard which has been manufactured of late years, and is meeting with more popular favor in comparison.

The inference is plain. We have been furnishing too poor an oil for the compounder, for the better uses of the oil and for export, and the public is beginning to realize that fact and to restrict its purchase of compound lard and of refined oil, giving preference to pure lard and other competing oils.

#### The Latest Fad in Refining.

The fad of trying by the arts of the chemist to make good goods out of poor stuff has been a most expensive one to the cotton oil trade. It is high time to drop it and to realize that if the delicate flavor of cotton oil—which appeals to the public taste and which alone will make cotton oil and its compounds popular and higher priced—is to be retained, we must go back to making the very best crude cotton oil that can be made out of the seed.

We want crude oil so good that it requires no harsh treatment to refine or to bleach it, so good that even after refining and bleaching its delicate flavor and sweetness may still be retained.

The crude cotton oil mills have the solution of higher prices of oil in their own hands, for no oil or lard refiner who expects to remain in the business and to establish his brands will select off, or hardly prime, crude oil to refine up for the nicer uses if the crude oil mills furnish an abundance of the best crude for such uses.

In order to make this abundance of the best crude oil two things are necessary: First, the oil mills must get sound seed and keep them sound till made into oil. Second, they must follow strictly the American method of manufacture.

#### Secretary Cortelyou's Offer.

In this connection the writer wishes to say that Secretary Cortelyou, of the United States Department of Commerce and Labor, has offered to conduct an investigation into the cause and cure of the heating of cottonseed, if the oil mills will give him accurate figures showing the extent of the money loss from this cause. I therefore urge all branches of the cotton oil industry to send me as soon as possible any reliable information in their pos-

session relating to the heating of cottonseed and the injury to oil, meal, etc., from this cause. When possessed of information of this sort I hope to secure some definite results in improving the general average quality of our raw product cottonseed, without which no general improvement in the quality of our oil is possible.

Now, as to manufacturing the oil after we get the seed, there is a decided disposition on the part of the oil mills to depart from the ways of our fathers, which made our oil so good that it stood unrivalled in the markets of the world and raised it from a mere soap grease to the level of the frying pan and the table. The present tendency is toward the English method of manufacture, which makes cotton oil only fit for the soap kettle. Mr. C. Fitz Simons, in a recent article in the *Charleston News and Courier*, says: "The *Encyclopedia Britannica*, published in 1884, gives a list of nineteen oils used for food, and does not place cottonseed oil in this class, describing its use for soap, lubricant, etc."

#### English and American Methods.

The vital and essential difference between the English and American methods, as far as quality of oil is concerned, is that the English cook the hulls and kernels of the seed together, staining both oil and cake with the tannic acid and coloring matter of the hulls, while the American method as practiced by our fathers separated the hulls completely from the kernels and cooked the kernels alone. The English manufacturer turns all the hulls into cake at the expense of both yield and quality of oil, and looks for his profits to the undecorticated cake, for which he has a good market, while we have not. The American manufacturer makes hulls as well as cake, and looks to the superior quality of his oil for his profit. The freer the meats are from hulls while cooking, the better the oil and the lighter the treatment necessary to refine and bleach it, hence the sweeter and more palatable it is.

The fact that the hull of oil-bearing seeds is injurious to the oil when cooked with the kernels is true of all oils, and in the making of peanut oil the complete separation of the hull is a settled principle of manufacture. In spite of this well-known fact our American oil mills are allowing year by year an increasing quantity of hulls to go into and remain with the meats while being cooked, caring little for the effect on the oil so long as it "passes." This policy is suicidal, as shown by the low price of both cotton oil and compound lard at the present time. The English policy of making more cake per ton of seed at the expense of the quality of the oil is largely responsible for this heavy decline in oil.

#### Safe Course for Cotton Oil Mills.

The safe course for those to pursue who

wish to hold up our markets in future years, both for compound lard and cotton oil by making the oil better, but who cannot sell to advantage the highly concentrated cake or meal which results from the removal of all the hull, is to follow the writer's improvement of the American plan, which involves five different steps: First, the removal of the hull from the seed, as at present. Second, the removal of the hulls and lint from the meats. Third, the cooking of the meats free of hulls or lint. Fourth, removing a small percentage of the hard part of the hull, together with the fine meats, from the hulls in the form of lintless cottonseed bran. Fifth, adding this bran by exact weight or measure to the cooked meats so as to secure the maximum porosity of the cake and the maximum increased yield of oil consistent with the ammonia or protein content desired or required for the meal, without injury whatever to the oil.

#### Delinting Seed.

The saving of the shortest lint on the cottonseed by either delinting the seed or delinting the hulls meets with the writer's unqualified approval. Just as nothing injures the oil made from good seed more surely than cooking hulls with the kernels, so nothing injures the quality and sale of meal from good seed or will cause more adverse criticism and legislation against the cottonseed industry, than allowing lint to go into the meal. The one who would delint successfully either seed or hulls must bear both these facts in mind.

It is a great misfortune to the trade that those who spent so much energy, time and money in inventing and promoting the delinting of seed should have had but two ideas in mind, namely, the exporting of the delinted seed and the manufacture of oil out of them by the English method. Both these ideas are injurious to the American oil mills and the industry at large in the United States, and wherever tried they have failed, and deserved to fail. For this principle to succeed the delinted seed must be hulled, the meats cooked free from hulls and worked according to American methods.

This point is one of great importance at the present time, when so much attention is being given to the delinting of the seed, and study of this point will save much money to the delinter men and to the oil mills.

#### Delinting Hulls.

We easily see from the foregoing why the delinting of the hulls has made so much more progress than the delinting of the seed, for the delinting of the hulls has been conducted strictly on American lines, while the other has not. It takes up the mill's work where it leaves off, delints and grinds the hulls at



the same time and makes a bright yellow, lintless feed meal which ought to be carefully distinguished from the prime meal of commerce, but which is superior to the undecorticated cake or meal made by the English.

It is generally assumed that the delinting of seed and the delinting of hulls are antagonistic principles, but I do not see why this should be so, and I will gladly aid both plans, provided the promoters will conduct them so that they will benefit and not injure the cottonseed industry.

The writer's professional position is much like that of the editor of a reputable trade paper. He opposes nothing which is for the good of the cottonseed industry, and advocates nothing which is detrimental to it. He does not injuriously criticize or find fault, but simply points out the causes for low values in cottonseed products, present and prospective, and warns against continuing policies which are injurious. He can do the entire cottonseed industry, both the producing and consuming end, no better turn at this time than

to caution the oil mills against cooking hulls with their cottonseed meats and making lumpy meal; he can give them no better advice than to stick religiously to American methods of manufacture and to let progress, for which there is great need, be along these lines. Nothing is to be gained by apeing the English. English methods may be better, probably are better for England, but they can only hurt us in the United States, and will lose out in the end.

## RELATIONS OF MILLS, REFINERS & CAPITAL

By "Subscriber."

The growth of cotton oil refineries is a subject that could be more properly and interestingly treated under a caption of "Have Cotton Seed Oil Industries Reached Their Profitable Zenith?" or, in other words, "Crude Cotton Oil Mills and Refineries vs. Capital?" This is a subject that could be, and no doubt is, to-day uppermost in the minds of every crusher or miller of cottonseed and refiner of oil.

Have we reached the limit of building crude oil mills and refineries from a standpoint of profitable investment? There are several factors vitally interested in the solution of this seemingly complex question.

First, the Oil Miller, who has a large investment in an aggregation of buildings and machinery, and who has devoted years of patient toil to the development of the cotton oil crushing industry, whose close application to the business to which he has devoted his life compels him to watch unceasingly any lax or imperfect methods that may creep or have carelessly crept into his establishment. He finds the reward of his toil and ceaseless watch in the perfection of his methods and consequent reimbursement in the enhanced value of his production, which he flatters himself will be the compensation of well directed and continuous energy on his part, for the reason that he has been most conservative in the purchase of seed and the caring and handling of it by economic mechanical methods and appliances.

After digesting all these conditions, and when this glowing picture of toil rewarded is indelibly fixed in his mind, he is made to realize that the small cross-road towns that have hitherto marketed 800 or 1,000 tons of seed have been invaded by another factor in the business, viz.: the Mill Machinery Man, who unfolds to the willing listener, the storekeeper and a few planters, the great prospects he has in reserve for them, and opens up his great scheme of town improvements and keeping profits and capital at home, etc. In the fullness of his philanthropic soul he at once starts a stock company, heading the list with his individual subscription of 25 per cent. of the capital stock, which capital stock is only sufficient to erect and equip the plant. He has his stereotyped plan of building a cheap mill after the style of Pittsburg-built steamboats, which are built by the mile and sawed off at the point designated as that where the wheel is to be located, and which is known as the stern.

The plant is finished according to specifications and turned over to the stockholders, who are rejoicing in the prospect of the season's opening. The machinery constructor is se-

cured by regular payments, with his stock possibly representing his profits in the transaction. This mill is a specimen of several others that have been constructed within a radius of every 30 to 50 miles, with numbers of others in embryo, or as rapidly as the machinery promoter gathers his data for the next raid on the community which has an ambition for manufacturing activities.

### Another Factor in Development.

Another factor in the profitable development of the industry is the Planter. He is the bone and sinew, as he is the producer of the raw material. Hitherto his rights have been to a certain extent ignored, and he was forced to be content with any price offered him, owing to the paucity of crude mills tributary to him. He soon learned to encourage the building of mills and the taking of stock in them, believing that this would stimulate prices for seed, and therefore he would reap a double reward from the price of his seed and the dividends from his stock. But the crude oil mills have become so numerous around him that his fond dream of drawing liquor from both ends of the barrel, after the style of the Arkansas traveller and his wife, is like chasing a rainbow. The country is glutted with an over-production of mills, there being about 725 scattered over the South, with about 25 to 30 per cent. of them on the market for sale at cost or a large margin of discount.

The prosperity of the crude oil mill is contingent on many and sometimes unlooked-for causes, among which might be named failure of the crops and the consequent scramble for seed, the planter inviting competition from the scarcity of seed, with the flattering mirage held out to the mills of high price for oil, which the consumers must pay before they can obtain the oil. Now, if this happy fruition could be brought about, the millennium in the business would be developed. Unfortunately, the packer and soapmaker negatives this dream by the fact that he can buy other oils and greases that will answer his purpose, and declines with thanks to meet the views of the oil miller, who is caught with stocks of crude oil on hand from very high priced seed purchased when crude oil was selling at 33 cents loose at the mill, and to-day is confronted with 23 cents and 24 cents loose at the mill. This would mean a loss to the mill holding oil of about \$4 per ton on seed. You can readily comprehend what a loss of this kind would mean to a mill with small capital and resources, as well as the large mill that crushes 15,000 to 25,000 tons of seed annually.

Now, after reviewing the foregoing, there must as a natural sequence be some safety valve or balance lever that at times steps in and relieves the crude oil miller of a part of the load which circumstance has thrust upon him. This safety valve is found in the independent cotton oil refinery. To my mind, they are to the industry as an oasis in the desert. They come to the front when the market is dull or stagnant and relieve the crude oil miller of surplus oil he is unable to carry, and they assume all the risk of a fluctuating market where prices are knocked about like a shuttlecock, and the wisest forecaster in the business is at sea.

The growth of refineries must necessarily keep pace with the growth of the crude oil mills, and like these mills it does not necessarily follow that they all make money. It is true there are some who, by close attention to business and striking a few fortunate seasons, will weather the adverse storms of several years in the business, and new ones who enter the business look upon these few as beacon lights whose apparent success they must cultivate and emulate. They never seem to look at the many tombstones left behind by wrecked refineries which I have in my mind's eye at St. Louis, Memphis, Galveston, New Orleans, Louisville and other points. The story of all these, if rehearsed, would admonish capital not to lend a too willing ear to the smooth tale of the oily promoter.

### Causes of Success.

The success achieved by some crude mills and refineries is no doubt attributable to their energy and perseverance in watching the details of their business; besides, it is a well-known and established fact that a great many failures are attributable to incompetence, lack of capital, inexperience and possibly speculation. From collated statistics we find that in the year 1903, of the number engaged in business, say 1,272,900, the number of failures was three-quarters of 1 per cent. From this statistical information the crude oil miller or the cotton oil refiner cannot flatter himself that he is proof against the vicissitudes of commerce and mercantile usages.

There are no plethora pocketbooks to be picked up in the cottonseed oil crushing and refining industries. Mile-stones of wreck and disaster have marked its passage from infancy to its present stupendous maturity, whose zenith has been reached proportionate to a reasonable percentage of interest in the capital employed, and which could be invested in other activities with more remuneration and less mental toil and struggle.

## HOW THE MILLS CAN MAKE MORE MONEY

By W. B. Albright.

For a great many years the cottonseed oil mills have been contented to manufacture their cottonseed oil as crude. In this condition it is sold generally in tank cars to the large buyers who are either simply refiners of cotton oil or refiners of cotton oil and manufacturers of compound lard and soaps. The number of buyers of this class are conse-

quently few, and when the crude mill manager wishes to turn elsewhere to get a better price for his product, he is forced to look in vain for buyers.

Small consumers of cotton oil do not wish to buy crude oil, and are only interested in the refined products, such as yellow or white cottonseed oil, either in its ordinary condition

of summer yellow or summer white, or in some special instances in its more highly refined condition, such as cold pressed yellow or white, or as a deodorized white oil, ready for use in salad oil mixing, or for lard compound purposes. It would be a very wise move on the part of crude oil mills to equip themselves so that they might make these

products themselves, and to reach out to the large consumers and thereby obtain the highest cash value possible for their cottonseed oil.

The crude oil mill manager may object to this policy, on the ground that he has no means of getting after the small consuming trade without putting on a corps of salesmen. In answer to this, however, I will say that I do not recommend getting after the small retail trade. There are a great many packers and butchers and large baker supply houses who would be very glad to handle refined cottonseed oils in carload lots, and this is the class of trade that the crude oil mill manager could easily reach.

This is a suggestion of a general policy, and I fully realize that it could not be acceptable to all; no general policy is ever possible to be followed by every one of the mills. I will therefore make suggestions of several methods of improving the cash value of crude cottonseed oil.

#### Filtration.

All crude oil should be filtered through an iron filter with suitable cotton duck cloth. This is easily accomplished, notwithstanding that a great many people profess to have had difficulty in trying to accomplish this point. All that is necessary is to use ordinary care and intelligence. Some of the main points which should be watched are these:

The filter cloths should always be dry when put into the press. If they are at all wet, too great a pressure will develop.

The oils should be warm, not cold. Any temperature between 110 and 150 will do.

The press, after being charged, should be blown out by means of suitable air connections, so that when opening the press there would be practically nothing left in it except meal.

The reasons why filtering of crude oil would be profitable are several, but most all the mills that are using filter presses have found that they can get a premium for filtered oil over prime crude. I have known of one instance where a mill got 3 cents per gallon more for filtered oil. This, however, was an exaggerated instance, and the original crude was very sloppy and full of meal, causing a great loss to the refiner. However, even at no cash value advantage to the mill in filtered oil, all oil should be filtered because it would tend to raise the standard of crude oil throughout the country, and every step in this direction is certain to raise the cash value of the product as a whole.

I am very well aware that many short-sighted mill managers do not accept arguments of this kind, and this kind of managers will say they see no advantage in filtering out meal from their oil when they can sell it at the price of 4 or 5 cents per pound as oil, which if sold as meal would net them but 1 cent per pound. Of course, there are no arguments that will apply to managers of this class, but it goes without saying that honest dealings and quality will obtain their just reward in the long run.

In case the mill should at any time wish to store crude oil, it is very essential that the same should be filtered oil, otherwise fermentation sets in, owing to the moisture and the meal, and the oil when offered for sale later on would be of inferior quality to what it should be if it had first been filtered.

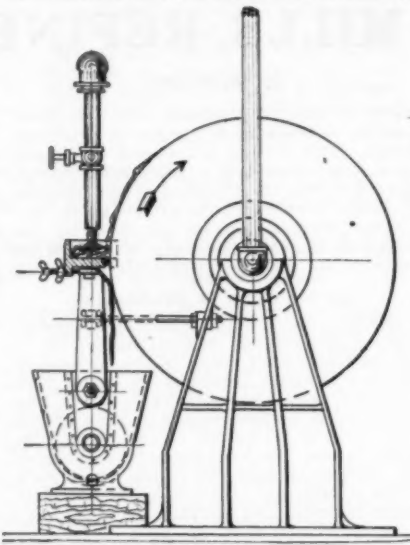
In addition to the above, the mills would find that filtered oil would eliminate almost entirely all complaints from the buyer in reference to settlings, or excessive loss in refining, as it is the meal in crude oil which adds sometimes enormously to the cost of refining. If it could be made a specification of prime crude oil that the same should have to be filtered in order to pass as prime, it would be the best solution possible for all annoying claims of deliveries not being equal to sample.

It is quite natural and possible that when a mill offers oil for sale on sample that the sample is drawn from the tank after the oil had settled, and in this way the settlings would never be represented in the sample, but when delivery of many tank cars has occurred, the settlings will be bound to be riled up in the tank and to go forward with the delivery, and with the very best of inten-

tions on the part of the mill manager many deliveries of this kind have ended in severe reclamations by the buyer and disagreements of a very annoying character have been produced in this way. Filters would almost entirely do away with the troubles which the mill man now has in connection with unsatisfactory deliveries of crude oil.

#### Refining of Crude Oils.

Refining cottonseed oil, by means of caustic soda, into prime summer yellow, is a thing that should be more generally adopted by the crude oil mills. While filters accomplish good results, filtration cannot in any sense be considered of equal importance to refining



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of the crude to a prime summer yellow. This is a feature of the oil question which ought to be very generally adopted by all mills of over 40 tons capacity, and where there are a number of mills of less capacity than this, they should join together and refine oils in one refinery. There are many reasons why crude oil should be refined by the mill.

The first reason is that it can be refined at the mill at a less per cent. loss than anywhere else, and connected with this fact is also the fact that a better quality can be made by refining at the mill. Some people may say that it is not practical to refine crude oil at the mill because of the annoyance that would arise from the accumulation of soap stock, and their objection is that they would be forced to sell soap stock to the large refiners or the large manufacturers of soaps.

I would recommend, in connection with the refining of crude oil, that wherever this is done the cottonseed foots should be at once reduced (as is easily done) to what is known as a settled cottonseed soap, and in this condition it can be shipped to many markets and a ready sale built up by applying for customers to the soap trade generally throughout the United States. This product is readily sold in large lots for export as well, in which case it would have to be drawn off into barrels, or some equally convenient package for handling.

When the crude mills get their output of oil refined to what is known as prime summer yellow, they would then have 100 possible buyers for their product, where to-day they have hardly ten. The same argument that was mentioned in reference to storage of crude oil applies as well to yellow, except that yellow cottonseed oil can be carried for several years, if necessary, without any deterioration in quality, whereas filtered crude oil ought not to be carried longer than six months in storage. Therefore, in case the mill was not satisfied with the prices ruling for yellow, they could with absolute confidence store their yellow oil and abide their time for a better market, and their oil would not deteriorate in value, as far as quality is

concerned, even should they hold it there for over a year. Owing to the fact that crude oil is refined more economically at the mill and that the resulting yellow is better in quality than could be made by any refiner 500 or 1,000 miles away, it should be obvious that the mill would have the call on the sale of their oil on account of quality.

One more reason why the refining of crude oil to yellow should be more generally done by the crude mill, and that is that the mill is then within one step of the manufacture of compound lard.

#### Manufacture of Compound Lard.

The use of cotton oil for edible purposes is a growth of the past twenty-five years, and as the writer was intimately connected with the first introduction of cotton oil for this purpose, it is always a source of wonderment to him that the manufacturers of this best of all cooking fats should be content to allow people a thousand miles away from the proper point of manufacture to monopolize the entire distribution of their cotton oil as compound lard.

Compound lard was originally manufactured in fear and trembling of state and national laws, and was placed on the market at a large cash value under its famous competitor, pure lard, and even the people that first used cotton oil as a substitute for a cooking fat did not really believe that cotton oil was a good substitute for lard. This impression was largely due to the inability in those early days to present manufactured products of cotton oil to the family trade in their present state of perfect manufacture. For this reason, whenever bad seasons made cotton oil strong in flavor, the refiner was unable to entirely remove the offensive flavors, and hence, when the cotton oil was used in the frying pan it would make the kitchen smell very loud. However, even at the very start of this industry cotton oil products were eagerly bought by the public on account of their cheapness, and in spite of fears of quality the early manufacturers soon began to realize that there were great possibilities in the manufacture of cotton oil products for edible purposes.

This being determined, it was quite natural that the necessary developments to improve the quality should follow, and now it has happened that with first one improvement and then another, cotton oil can be put into the kitchen of almost any home in the United States or Europe without fear of its being thrown out on account of its not being an excellent substitute for its high-priced competitor, pure lard.

#### Good Business Proposition.

That the manufacture of compound lard by the oil mill in the south is a good business proposition should be self-evident, but if mill owners are not convinced already, a little investigation of this subject should quickly convince them. There is nothing in the manufacture that can now be called a secret, and good men can be hired for \$30 per week who can successfully manufacture compound lard. All that is necessary is to secure the best machinery and go into the distributive business of compound lard. Eighty per cent. of the product as a rule is cotton oil: the balance can be easily procured from many markets.

The sale of compound lard can begin right in the same town with the mill, and from there it may extend as far as the commercial ability and enterprise of the mill manager will push it. I would not recommend the creation of very large plants, or advise mill owners to plan a very big company for the sale of compound lard, but I do earnestly recommend that mills making 50 barrels of oil a day put in a compound plant, as they could easily dispose of a carload a day in their immediate neighborhood.

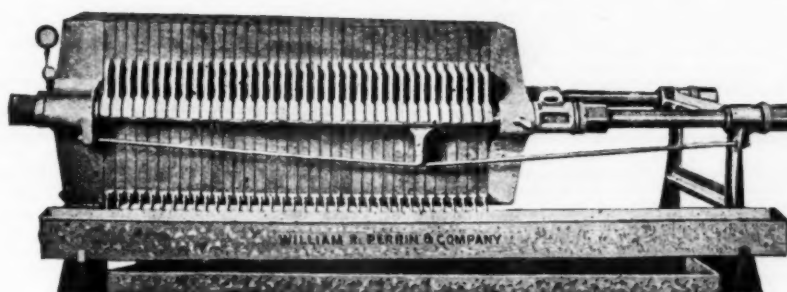
As a rule, there is very large profit in compound lard, but in this business, like all businesses, there comes a year now and then when the profits are small. This is the case at the present time. How long this condition will last is hard to tell, probably not more than six weeks, as whenever the price of com-



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pound lard and pure lard come together the limit of decline of hog lard seems to be reached, and at such periods it would be reasonable to look for reaction.

Moreover, compound lard is very seldom sold at a loss to the compound manufacturers. There are many reasons why this is so. One of the controlling ones is because the cotton oil is marketed during a few months of the year, and it comes to the market all in a rush at that time, and is therefore bought up by those who become interested in buying it at a low basis price, from which it is always easy to manipulate advances.

Another reason why compound lard is seldom sold at a loss is because all the investors in cotton oil and those who carry the large stocks of it are financially strong enough to refuse to sell the oil at a loss, and inasmuch as these holders or carriers are few in number, there is not much necessity for their an-

noying each other by making lower prices in order to move their stocks.

Equipment to carry out these enterprises has been developed to the very limit of economical operation. The Allbright-Nell Co., 4013 Wentworth avenue, Chicago, Ill., not only make the latest and best machinery for the refining of crude cottonseed oil and the manufacture of compound lard, but in addition to this they have in their organization men who are competent to practically run both of the above industries, and who can instruct others in the art of refining and manufacturing lard as well. The secretary and treasurer of the company has had twenty-five years' experience in manufacturing and refining cotton oil products, and in fact was the first to successfully establish a working formula for compound lard that did not contain hog fat. Almost all the compound machinery in use to-day has been invented by

him. His latest improvement is the feeding trough attachment, for which a patent has been applied for. This feeding trough attachment allows more surface of the roller to be used than was ever possible before. Now 98 per cent. of the roller is in constant use by his new invention, against 65 per cent. on all the machines that were built prior to its introduction.

There are many advantages of this form of supplying the melted compound lard to the roller, but those points will not be interesting to readers at the present time. The Allbright-Nell Co. also are able to build and operate deodorizers for deodorizing cottonseed oil, and will guarantee that products manufactured according to their specifications will be second to none. They are able to produce products equal to the best that have yet been made by the largest manufacturers of compound lard in the United States.

## MARSEILLES OIL TRADE

From United States Consul-General Skinner, Marseilles, France.

Continuing high prices of cotton oil in the United States have resulted in many recent resales by Marseilles buyers to the United States and in the exportation of considerable quantities of arachide (peanut) and sesame oils to the United States, principally for soap-making purposes. Thus has been reversed the formerly existing situation whereby the United States found its most important oil-consuming market in Marseilles. Indeed, the export movement in oils from Marseilles to the United States has been increasing steadily since 1900, as the following table shows:

Period.	Sesame oil.	Arachide oil.	Copra oil.
Year ended June 30, 1900.....	\$25,682.50	.....	\$106,021.00
Year ended June 30, 1901.....	35,940.00	.....	84,237.50
Year ended June 30, 1902.....	32,648.00	\$2,217.00	31,181.00
Year ended June 30, 1903.....	41,550.00	.....	54,431.50
Eight months ended February 29, 1904.....	25,742.00	10,289.00	15,574.00

The oils above described have included both comestible and industrial products, the former prevailing. The exportation of arachide oil is comparatively new, but some 95 tons have been exported since the first of the year and more is to follow. Ordinary arachide soap oil is now exported at 44 francs (\$8.50) per 100 kilograms (220 pounds). It can be laid down in America and net an excellent profit, while still being sold for less than American domestic oil of the same grade.

As an importing point, high-water mark was reached in 1898, when Marseilles receipts from the United States amounted to 287,739 barrels of cottonseed oil, purchased at an average price of 41.125 francs (\$7.93) per 100 kilograms (220 pounds). Since that year the imports have fallen steadily, so that during 1903 the total arrivals amounted to but 74,977 barrels, of which Great Britain and other countries furnished 10,469 barrels. Whereas in 1898 the importations of American comestible oils included 120,541 barrels, against 142,738 barrels of soap oil, last year's imports consisted exclusively of comestible oils. It may be stated that, under normal conditions, the importation of American soap oil in Marseilles has ceased. The price realized for cotton oil in 1903 was 65 francs (\$12.54) per 100 kilograms (220 pounds), on an average, as against 41.125 francs (\$7.93) in 1898, and as against the present average price in Marseilles of 44 francs (\$8.49) for ordinary arachide soap oil.

Last year (1903) Marseilles received 494,440 tons of oil-making material. In 1898 the receipts were 258,936 tons. Here in a nutshell may be seen the reason why this city has lost interest in American oil, and has become an active exporter. The French oil manufacturers are enjoying a period of unprecedented prosperity in a time of general business depression. Every mill is running to its full capacity, new ones are being erected, and generous profits are being realized. The importations promise to equal last year's high figures, and, as the seed-growing areas

are also increasing, there is no reason why it should be otherwise.

### World's Supply of Animal Grease.

The world's available quantity of animal grease tends to diminish annually, yet the United States, up to this time, has remained a manufacturer of cotton oil only as a substitute material for the soap trade. This one resource has been greatly reduced, owing to the expanding markets for comestible grades. Even if these facts were not true, we would have to remember that the cotton crop is, broadly speaking, a stationary crop.

No vast or rapid increase may be expected hereafter in the available quantity of American cotton seeds.

### Manufacture of Copra Oil.

Under these circumstances, it would seem natural for the United States to begin, upon a large scale, the manufacture of copra (cocoanut) oil. Last year (1903) Marseilles received and crushed 124,023 tons of this and kindred material, of which approximately 103,015 tons arrived from Manila. Of the manufactured product, \$28,389.33 worth went to the United States. In 1902 non-dutiable greases and oils were imported into the United States to the value of \$561,001. Every pound of this material might have been manufactured at home, not to speak of the thousands of tons of oleaginous seeds which might have been grown in the United States and there crushed; or, in the absence of domestic oleaginous seeds, might have been imported from the same sources of supply as now furnish Marseilles.

It appears that difficulties beset the pioneer efforts in this direction. One correspondent describes his trouble with American arachides, or peanuts, and desires to know what results were obtained in Marseilles with the sample lots of American nuts sold here about a year ago. My correspondent says:

A New York broker, who had exported No. 2 Spanish to many importing crushers, says that he never got a second order from a crusher, and, upon inquiry, learned that the resultant oil was unfit for edible purposes. This was the principal reason why I have not gone to the expense of eradicating the red skin before crushing.

### Oil From American Peanuts.

The history of the importation of American peanuts into Marseilles is as follows: In January, 1901, 400 sacks arrived and sold at 27 francs (\$5.21) per 100 kilograms (220 pounds); in September, 1901, 1,200 sacks arrived, and the importers were obliged to crush them for their own account, obtaining therefrom between 38 and 39 per cent. of oil, which was worth from 3 to 4 francs (57.9

to 77.2 cents) less than Gambia oil because of its greater rancidity. My local informant says:

It was generally complained that the kernel contained too much humidity, and thus rendered trituration more difficult and damaged the mats.

A more definite report reaches me in the form of a letter from a prominent firm of oil manufacturers. It is as follows:

We received, in January, 1902, 21,385 kilograms of decorticated American arachides. The experts who passed upon the shipment allowed us a rebate of 3.66 francs (71 cents) per 100 kilograms. The purchase price was 27 francs (\$5.21) per 100 kilograms. The yield in oil amounted to 39.7 per cent. with two pressings, and there was a loss in weight of 2 per cent. The capital defect of these kernels was the humidity, which made the manufacture of oil with our scourtins impossible. We had such difficulty that we were only able to complete the trituration by mixing the kernels with Coromandel kernels. We have, therefore, taken the resolution not to purchase any more of this material, and we have even refused to manipulate these grains for the account of the importer.

It appears from the foregoing that my correspondent's information is substantially exact, but the difficulty complained of could be made to disappear by planting imported seed; or, perhaps, by greater care in shipment. It is altogether likely that any American manufacturer receiving domestic supplies would have less occasion to complain than the European manufacturer, as the most frequent source of complaint against oleaginous seeds results from alleged deterioration in transit.

My American correspondent has crushed 2,000 pounds of broken nuts from the shelling factory and found the result unprofitable. Against the cost of \$58.50—including 50 per cent. for the nuts, \$6 for manufacture, and \$2.50 for barrels—he had receipts amounting to \$57.50. For 700 pounds of oil at 6 cents he received \$42; for 250 pounds of cake at \$24 he received \$15; and he lost 50 pounds in weight. The nuts were put through an ordinary cleaner to take up such dirt as there was upon them, ground afterwards, and then pressed for forty minutes. The resultant cake contained 10 per cent. of oil. All of the oil was sold for soap purposes.

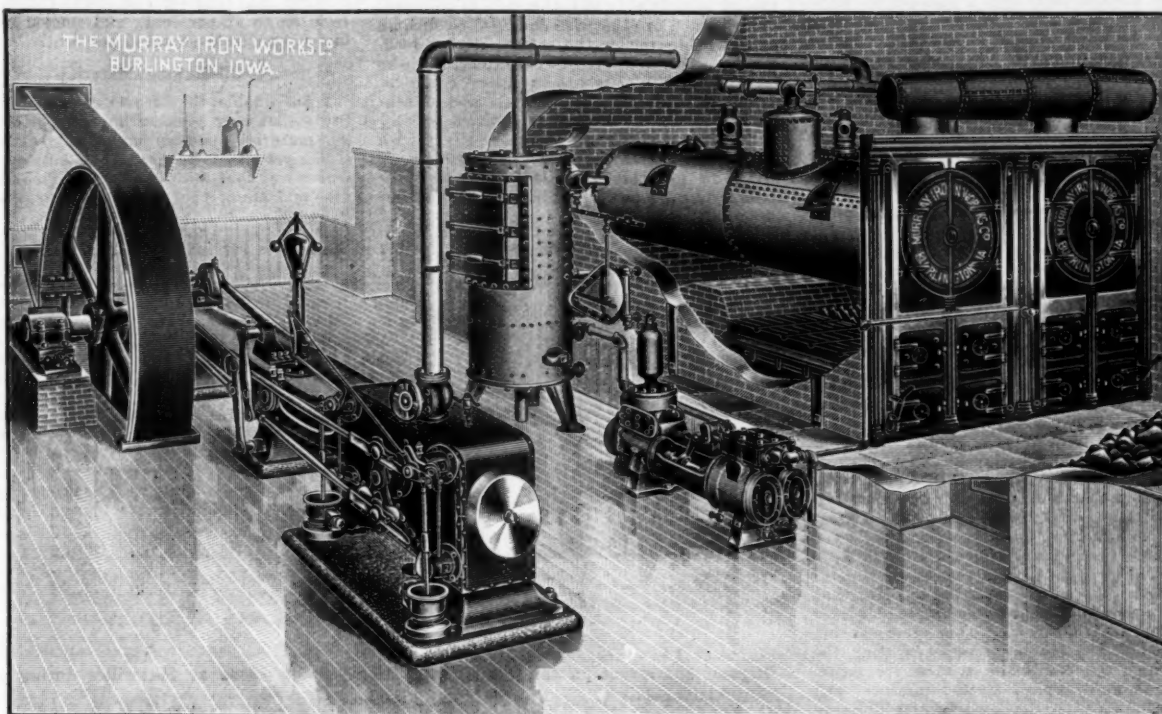
It is not at all necessary to say that had my correspondent produced 350 pounds of fine comestible oil and 350 pounds of soap oil his financial return would have been very different. He contended against two difficulties—first, indifferent material; second, improper preparation. The cleansing which he describes must have been summary in character.

### How Peanut Oil Is Made in Marseilles.

In Marseilles the unshelled arachides are decorticated with great care, so as to injure



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the kernel as little as possible. After the first process the kernels and shells are carried to a winnowing machine (sasseur), in which sieves, paddles and strong-air currents are so contrived that the greater part of the kernels drop into a receptacle, while the residue moves into another compartment, where the same process is repeated, and the kernels remaining in the shells are similarly secured. The winnowing process continues until nothing but the husks and red cuticle remain, and throughout the process the agitation of the material is such as to eliminate the most of the red skins. Some manufacturers make a pretense of removing the red skins separately, but in actual process it is fractured by decortication and eliminated in theasseur.

After leaving the winnowing machine the seeds are introduced into a crusher, which compresses them into paste. The paste now passes to the "chauffoir," or heating pans. These heating pans may be warmed or left cool at will. At their base is a sort of drawer, from which the workmen remove the paste to fill their hair mats. These mats being filled, they are taken to the press and the highest grade of edible oil extracted. In order to secure the best results the pans should be cool, and the resultant product is called "huile surfine à froid." The pans being cool, the proportion of oil obtained is necessarily limited, and, in actual practice, a great many manufacturers heat their material even for the first pressing. A pressure of 300 kilograms (660 pounds) per square centimeter (0.39 inch) is applied gradually, in order that as little mucilaginous matter as possible may be pressed with the oil. This process being terminated, the mats are removed from the press and the seed cake reduced to paste. Steam is now applied to the mixture, and when the mass is sufficiently warm pressure is applied as before, and the product is now known as "huile fine à chaud." Arachides are usually pressed twice only, but sesame and other similar seeds receive three treatments, the value of the oil diminishing with each successive treatment.

The pressure upon the mats leaves a ragged edge upon the cake, which is cut off by means of a mechanical chopper. These fragments, which contain a large proportion of oil, are submitted again to the press with the next pressing.

On issuing from the press the graded oils are stored in tanks, and, after settling for a time, are pumped through filters, of which there are many upon the market. They are then bleached with fuller's earth, which, in the case of arachide oils, is quite sufficient, as they are naturally of a yellowish color. Were they brown it would be necessary to treat them with alkali—like crude cotton oil. For the bleaching process with fuller's earth, the oil is heated in pans to about 80 deg. C. and from 2 to 5 per cent. of earth stirred in. After thorough agitation the oil is cooled and again filtered. It is reported that some manufacturers use sugar to sweeten the taste of oil produced from damaged seeds. The proportion added is exceedingly small.

#### Peanut Cake.

The ordinary peanut cake is sold for cattle feed at prices ranging from 12 to 16 francs (\$2.31 to \$3.09) per 100 kilograms (220.46 pounds). It contains 10 per cent. of oil. If the oil seed from which the cake is produced is fermented or otherwise damaged to such an extent as to render the cake unfit for feeding purposes, it is sold to oil extractors, who treat it with a sulphate, usually carbon bisulphide. All the castor-seed and black-sesame seed cakes are thus treated.

The peanut shells are sold to be mixed with bran. Most manufacturers of arachide oil prefer to use the old-style press with hair mats. Some are now using box presses, Anglo-

American presses and German presses. Nearly every manufacturer has some original method upon which he places great value.

According to the Marseilles Chamber of Commerce, unshelled arachides yield 38 per cent. of oil. Shelled Coromandel nuts yield from 38 to 42 per cent., and shelled Mozambique nuts from 44 to 45 per cent.

#### Oil-Making Material.

I am unable to discover that the United States has ever been an importer of oil-making material upon an important commercial scale, yet if it be true that cottonseed is scarce and that mills are thrown into idleness I should think that manufacturers, particu-

#### Monthly average of prices in Marseilles for industrial oils.

Months.	1902			1903		
	Copra. Francs.	Peanut. Francs.	Sesame. Francs.	Copra. Francs.	Peanut. Francs.	Sesame. Francs.
January	70.28	57.96	56.12	58.30	51.61	48.54
February	70.50	58.83	56.16	60.60	52.55	48.30
March	66.37	57.66	56.37	59.04	49.79	47.29
April	68.80	58.23	57.26	56.95	48.08	46.58
May	71.00	57.36	56.64	58.20	48.62	46.25
June	68.87	54.12	53.00	56.00	47.20	43.96
July	65.91	53.86	52.80	53.92	45.04	39.96
August	78.09	53.67	52.58	53.78	43.15	38.96
September	64.07	54.03	53.00	56.77	43.90	40.95
October	60.85	53.00	51.00	55.94	46.26	43.78
November	59.78	51.52	50.49	54.80	45.16	42.92
December	57.86	51.91	50.52	55.70	43.62	42.00
Yearly average	66.03	55.18	53.82	56.66	47.08	44.12

Note.—1 franc equals 19.3 cents.

#### Highest and lowest prices per 220 pounds of oleaginous seeds at Marseilles during 1901, 1902, and 1903.

Seed.	1901		1902		1903	
	Highest. Francs.	Lowest. Francs.	Highest. Francs.	Lowest. Francs.	Highest. Francs.	Lowest. Francs.
Sesame:						
Levant	42.00	35.00	44.00	39.50	41.00	32.00
India	38.00	26.625	40.375	25.25	32.50	21.125
Africa	35.00	32.00	31.25	27.75	29.00	24.75
Arachides:						
Decorticated	35.50	24.75	37.00	23.50	31.00	20.50
In shells	27.75	22.625	28.75	24.00	23.75	18.50
Linseed:						
Levant	35.00	34.00	31.50	31.50	28.25	27.50
India	38.00	30.75	35.50	29.75	30.00	23.00
Algeria, etc.			28.50	28.50	28.50	27.00
Colzas:						
Russia	27.125	26.25	27.00	21.00	21.75	21.75
Bombay	27.00	17.00	27.25	22.00	21.50	21.00
Rape	15.00	15.00			11.50	11.50
Cotton, Egypt			15.00	14.50		24.50
Poppy:						
India	33.65	30.75	35.00	29.00	27.50	24.50
Levant	36.50	33.00	36.25	31.50	33.50	32.00
Castor:						
India	29.50	24.50	23.00	18.25	17.75	16.75
Levant and Plata					17.75	16.75
Various (Niger, etc.)			22.625	10.50	10.50	9.00
Copras	45.25	36.00	50.00	37.00	38.50	32.50
Palms, Guinea	30.00	26.50	33.25	28.00	28.00	22.00
Mowras	20.50	18.00	22.50	20.375	22.00	18.75

Note.—1 franc equals 19.3 cents.

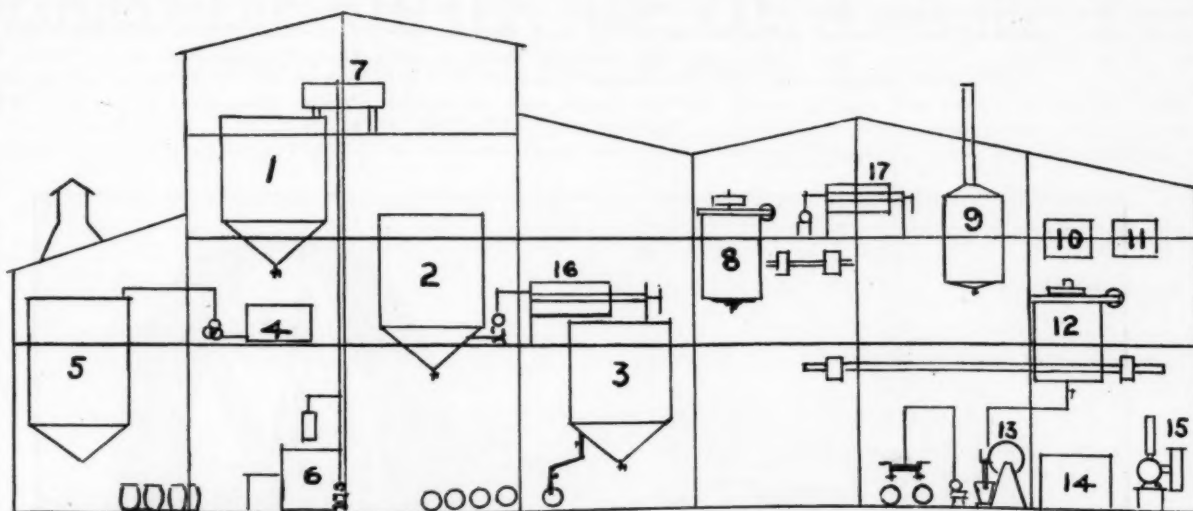
READ  
THE

# NATIONAL PROVISIONER

It Will Keep You Posted on Your Business



# Arrangement of Tanks and Machinery Providing for Refining 100 Barrels Crude Cotton Seed Oil into Prime Summer Yellow, Deodorized White Oil and Compound Lard



1. Refining Tank Crude Oil.
2. Washing Tank Unfinished Yellow.
3. Finishing Tank, Prime Summer Yellow.
4. Foots Tank.
5. Soap Tank.

6. Strong Lye Tank.
7. Weak Lye Tank.
8. White Oil Tank.
9. Deodorizer Tank.
- 10 and 11. Beef Stearine or Tallow Tanks.

12. Mixer and Preliminary Lard Cooler.
13. Lard Roller.
14. Brine Tank.
15. Heavy Ice Machine.
- 16 and 17. Iron Filter Presses.

**THE ALLBRIGHT-NELL CO.** DESIGNERS AND MANUFACTURERS  
4013 WENTWORTH AVE., CHICAGO, ILL.

CHICAGO  
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## EDWARD VALK & CO.

453-455-456 Produce Exchange - - New York

BROKERS AND COMMISSION MERCHANTS

# COTTONSEED OILS

CRUDE AND REFINED

## PRIME OLEO STEARINE

TALLOW, GREASES, LARD, OLEO OILS, ETC.

## FOR PURCHASING DEPARTMENTS

### NEW THREE-THROW OVERHEAD SWITCH.

In their efforts to furnish butchers and packers the best of everything in their line, the Cincinnati Butchers' Supply Company have invented a new three-throw switch. It operates on the principle of their new two-throw Boss safety switch, patented November 17, 1903, whose points of merit have made it a strong favorite with practical railmen. The Cincinnati Butchers' Supply Company

### STURTEVANT'S PUBLISHING DEPARTMENT.

The publication department of the B. F. Sturtevant Co. is to receive generous recognition in the allotment of space in the new office building at Hyde Park, Mass. A portion of the high basement, about 40 feet square, will be devoted to a press room and storage space for paper stock and printed matter. A full equipment of type and of jobbing and catalogue presses will be in-

### NEW MURRAY CORLISS ENGINES.

The Murray Iron Works Company, of Burlington, Iowa, now in the thirty-fifth year of their incorporation, have brought out a new line of improved Corliiss engines, illustrations of two of the types being shown herewith. Fig. 1 is a standard girder frame Murray Corliiss engine of the latest design with high pressure cylinder, high speed governor, valve gearing, adjustable bearing and all modern details. It is suitable for plants of 150 H. P. or less.

Fig. 2 represents a box girder frame Cor-

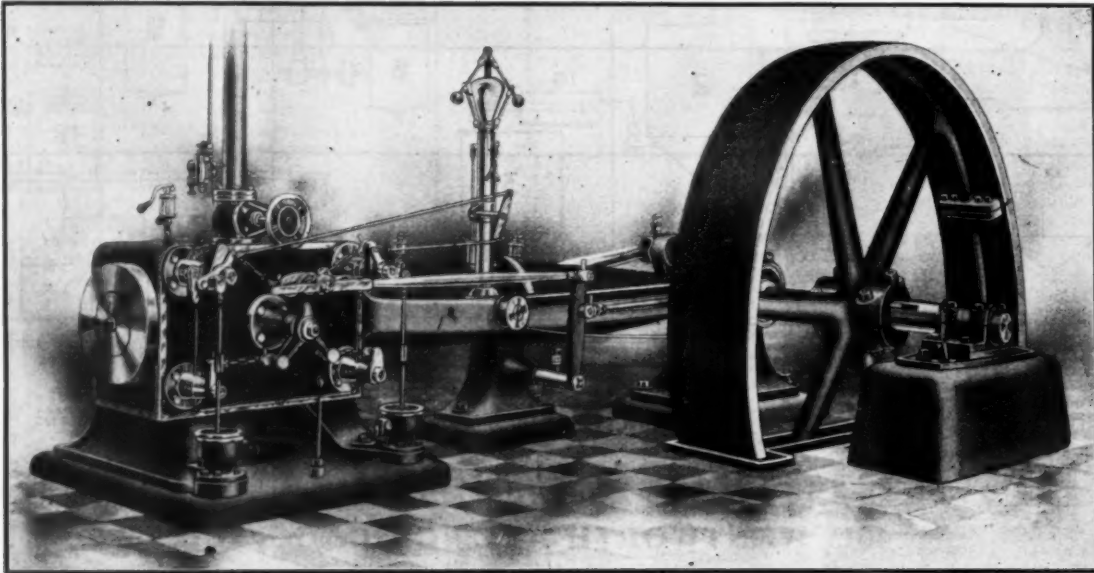


FIG. 1—STANDARD GIRDER FRAME MURRAY CORLISS ENGINE.

are pleased to announce that they now manufacture and can furnish promptly two-throw, three-throw and cross-cut switches of all designs for  $2\frac{1}{2}$  by  $\frac{3}{4}$  inch and  $2\frac{1}{2}$  by  $\frac{1}{2}$  inch rails. In their large catalogue, replete with illustrations and descriptions of all kinds of machines and fixtures for butchers and packers, they show a chart which gives full information as to the style of switches to order. Readers who contemplate any improvements requiring switches, machines, fixtures, refrigerators or anything in the line should write for their large catalogue; it will guide them in selecting equipment.

stalled. Immediately above this room and occupying one end of the first story of the same building, will be the offices with a full complement of artists, clerks, etc. The Sturtevant Company has for several years maintained a printing plant of its own, and is today carrying through all the work required in connection with its publications, except the engraving. This department will be one of the most extensive and progressive connected with any manufacturing concern of its character in the country.

liss engine with separate eccentrics for steam and exhaust valves, in addition to the modern details mentioned above. This is suitable for plants from 150 to 500 horse power. It is strong enough for the severest service.

This company also makes a Murray Corliiss engine with tangye frame and disk crank, as well as all other up-to-date details. This style of engine is built from 150 to 600 horse power, and is suitable for any service.

The Murray Iron Works Co. also build boilers and heaters, and make a specialty of furnishing complete power plants.

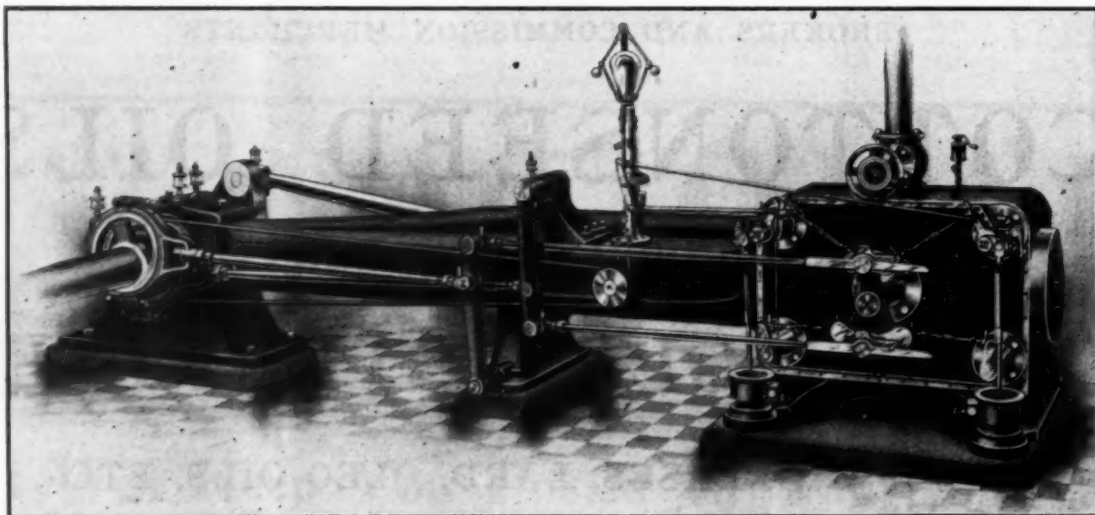


FIG. 2—BOX GIRDER FRAME MURRAY CORLISS ENGINE.



## SPECIAL NOTICE

# LOUISVILLE COTTON OIL CO., Louisville, Ky.

**LICENSED AND BONDED COTTON SEED OIL WAREHOUSE**

The first, if not the only one of the kind in the world, and to do which it was necessary for them, unaided, to have the Kentucky Legislature enact a special Cotton Seed Oil Warehouse law, the effect of which will be to bring the producers and consumers in closer contact than ever before. Through the medium of this warehousing system, either can have the Crude Cotton seed Oil Refined for their own account at a nominal cost and stored until the market or their requirements justifies them in withdrawing same.

Full information will be furnished on request, though a synopsis thereof may be interesting to those who wish to take advantage of the proposition and have not as yet availed themselves of the opportunity. The Louisville Cotton Oil Co. will furnish tank cars free of charge for any party, either producer, distributor or consumer of Cotton Seed Oil (who desires to consign same) for the Crude Cotton Seed Oil to be refined and (shipped to or) stored for account of the owner; if stored, a licensed bonded warehouse certificate is furnished for the grade or quality of Refined Summer Yellow, which the Crude Oil will make and which certificate is negotiable and salable at the highest market price, such standard

grades of oil being practically as staple as any commodity on the market; in fact, is salable when and where Stocks and Bonds cannot be disposed of.

It is an entirely new departure, and we predict that in the future the Cotton Seed Oil Warehouses will be as prominent in their way as the Grain Warehouses of to-day, and for the same reason, viz: necessity. The Louisville Cotton Oil Co., however, has not only the advantage of location, but also the managerial experience which enables it to give better results than can be secured elsewhere, at present at least, and the same conservative progressiveness that has characterized it in the past will be used for the benefit of its customers in this new departure.

The Louisville Cotton Oil Co.'s grading of Crude Oil in the past has been invariably upheld by the various Exchange Arbitration Committees, as well as its grading of Refined, and which services will be given to all customers alike and for a minimum refining consideration. If the Crude Oil consigned does not make the quality of refined desired, or a better quality is required, a transfer will be made on request at the existing difference in market price.

### SPECIAL BRANDS

"ROYAL" Prime Summer Yellow.

"ACIDITY" Summer White.

"PROGRESS" Extra Butter Oil.

"IDEAL" Prime Summer White.

"PROGRESS" Choice Cooking Oil.

"COTTOPALM" Special Cooking Oil.

"LOUISVILLE" Choice Butter Oil.

MADE ONLY BY

## LOUISVILLE COTTON OIL CO., Louisville, Ky., U. S. A.

Cable Address  
"COTTONOIL" Louisville

*Refiners of All Grades of Cotton Seed Oil*

# Edwin Lehman Johnson, B.P.

## CONSULTING SPECIALIST

AND PROPRIETOR OF

Lehman System and School of

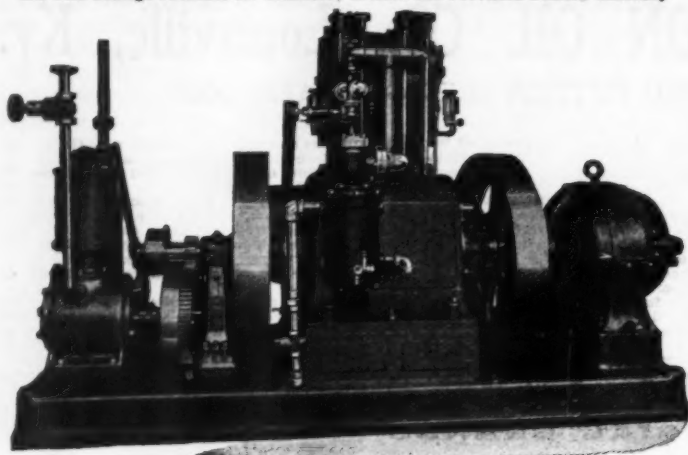
## COTTON SEED MANUFACTURE

32 Cotton Exchange

Memphis, Tennessee

## Electric Lighting, Ice and Refrigeration

and Cold Storage Facilities for Butchers, Grocers and Provision Dealers Generally



and where ice and refrigeration are needed are available when derived from our new combined equipment which does all economically, driven by our gas or gasoline engine. Write for booklet.

**PENNSYLVANIA IRON WORKS COMPANY**  
5001 Lancaster Ave., Philadelphia

### TRIAL SHIPMENT OF ARGENTINA MEAT

Parties interested in the shipment of South American meats to the United States had intended making a shipment via Europe as an experiment. The matter was allowed to drop for the present. The reasons for this are given by a Western live stock man in a letter to a representative of The National Provisioner. This stockman is interested in certain recent ranch and meat plant concessions in South America. He says:

"The grade of cattle available are such as are now sent to the English market alive or frozen in the carcass. They are about the same grade as our midsummer grassers for the August beef trade in this country; fair beef. Such stuff sells around  $7\frac{1}{2}$  to  $7\frac{3}{4}$  c. in London. It might be shipped to the United  $\frac{1}{4}$  c. to  $\frac{1}{2}$  c. per pound cheaper than to London if there was a direct and regular refrigerator line of steamers running and a big enough continuous trade to keep it running. Then the meat would have to be stored until sold. It would also have to be thawed out—defrosted, they call it. All of that expense would eat up the difference and carry the price higher than 8c. The same meat can be bought here now at  $7\frac{1}{2}$  c. After all, I don't know if I want to see cheaper meat in America, anyhow, if it means cheaper cattle, and it looks like that would result. While I am principally interested in sheep, I think the throwing down of one set of live stock values tends to affect the others and drag them down. What makes the importation of South American beef look so inviting is the cheap labor and the cheaper cattle in Argentina. My experience with the help there is less satisfactory than it was with the Mexican or the half-breed in the West. The South American laborer is cheaper. He is also more trifling than his own ilk further north. He has no hustling civilization about him and no impetus of others to shove him along. He requires more superintending, and it takes more of his kind than it does even of the Mexican to do a job. That is lost sight of. Then again, it costs more to put up and

to maintain a packing and chilling plant away down there, even if you do get a concession and some other things free. Ice or ice making is costly. These lazy people in the tropics neglect things and let things go wrong. By the time your stuff is about ready you've nearly lost both your stuff and your soul. All of these items make carcass meats cost a lot before they get on their way to London. Those handicaps and the troubles generally with frozen heavy carcass stuffs make it more desirable to ship the cattle direct to England. The distance is a natural bar there. Those people in Argentina know how to round up and yard cattle. They take some pleasure in that sport. That helps to make the gathering and loading of live beeves safer and more profitable, if distance and heat did not intervene. I am pleased to thus cover your inquiry. Please do not use my name in any sense. On the level, if I knew a much about it all before going into that concession as I now know I question if I would have taken the subject seriously. When I opened it up both meat and live stock here were higher and the S. A. proposition looked bright. I might have taken the hint, as you say, that there were 'strong competitive commercial reasons why plate frozen beef brought more in the London market than the same grade of beef sold in the United States, if the cost of selling and deporting here be added to the warehouse catalogued price.'

"We all forget to add storage at this end, brokerage and the general expense of selling. We just look squarely at the live beef on his far away pastures, cheap, and at the selling price here of meats, blanking everything else. Besides, I am more of a practical packer now than I was three years ago. We shall develop the markets about us, flop a little stuff into Europe; maybe run your 'ranch to mouth' idea right here. I am candid to say that I see no prospect of South American beef coming into the United States even if the duty on such were off. South America has a lot of good grass and a bunch of good grass

cattle in the back. The sheep there are coarse but plentiful. I think the stock disease question is overstated and out of all proportion to the fact. It was bad once. Hunt me up at any time and I'll tell what I know. I've got to make that venture go down there, now that I am in it."

The above extract from a lengthy letter from a prominent member of the National Live Stock Association, principally interested in Northwestern sheep holdings, will prove of interest. This gentleman has spent much time quietly securing franchises in a South American live and dead meat project. After three years of study and survey of the field his diagnosis of the Southern continent's relation to the American meat problem is interesting and instructive. The result of it all is that the contemplated shipment of meat to this country to test the actual cost of shipment was abandoned. This party has nothing to do with the recently promulgated South American Products Company.

### DEATH OF MRS. SPRINGER.

Friends of ex-President John W. Springer, of the National Livestock Association, will be grieved to hear of the death of his wife, Anna Clifton Springer, which occurred last week at Denver. Mrs. Springer was but 36 years of age, and was one of the most charming women in Denver society. Mr. Springer, who is Colorado's "favorite son" candidate for the Republican vice-presidential nomination, had concluded a thrilling campaign for the mayoralty of Denver just a few days before his great affliction. He only consented to run for the municipal office because he seemed to be the only man who stood a chance to defeat the corrupt political machine which has been in power in the Western city. He was elected by several thousand votes, but the ballot thieves counted him out. The election will be contested in the courts, however.

### JAPAN'S STORED WAR FOOD.

"Japan's preparedness for war with commissaries suitable to the oriental diet may be gauged from the following fact," observed a Japanese merchant in New York last week. "Since 1898 my country has built and had engaged in deep sea fishing 60 large vessels, averaging about 1,200 tons each. The surplus product of their fishing has been stored in recent years in the cured, dry state. During the past two years seaweeds and the general run of sea food have been carefully prepared and laid up for this time when we felt war with Russia was inevitable. Russia's conduct during the 'Boxer' riots and her diplomacy since that time foretold this war. Japan has rice and fish for 500,000 men for two years."

### MORRIS' KANSAS CITY PERMITS.

Building permits amounting to \$325,000 were issued last week by the building inspector of Kansas City, Kas., for buildings now being erected by Nelson Morris & Co. for their new plant. Two were for one-fourth million dollars each, one being for a six-story brick building, 400x150 feet in size. The other was for a six-story brick building, 622x150 feet. The third permit was for a two-story building, 180x110, to cost \$75,000.



## APRIL EXPORTS.

Following were the exports of live stock and provisions for April, 1904, with comparisons, as reported by the Bureau of Statistics, Department of Commerce and Labor:

**Cattle.**—April, 1903, 34,884 head, value \$2,893,320; April, 1904, 46,880 head, value \$3,733,765. For ten months ending April, 1903, 247,518 head, value \$21,828,065; same period, 1904, 408,544 head, value \$33,581,777.

**Hogs.**—April, 1903, 458 head, value \$5,175; April, 1904, 661 head, value \$5,130. For ten months ending April, 1903, 1,922 head, value \$19,665; same period, 1904, 3,993 head, value \$33,942.

**Sheep.**—April, 1903, 13,129 head, value \$86,396; April, 1904, 34,438 head, value \$230,150. For ten months ending April, 1903, 143,865 head, value \$884,516; same period, 1904, 246,190 head, value \$1,582,400.

**Canned Beef.**—April, 1903, 5,390,208 lbs., value \$556,398; April, 1904, 2,960,586 lbs., value \$306,984. For ten months ending April, 1903, \$66,368,950 lbs., value \$6,912,168; same period, 1904, 51,872,732 lbs., value \$5,322,614.

**Fresh Beef.**—April, 1903, 23,937,685 lbs., value \$2,258,398; April, 1904, 25,783,684 lbs., value \$2,255,308. For ten months ending April, 1903, 202,760,058 lbs., value \$20,227,340; same period, 1904, 249,659,840 lbs., value \$22,331,735.

**Salted, Pickled and other Cured Beef.**—April, 1903, 4,859,857 lbs., value \$334,617; April, 1904, 4,720,744 lbs., value \$276,546. For ten months ending April, 1903, 44,758,896 lbs., value \$3,327,074; same period, 1904, 47,745,260 lbs., value \$2,750,927.

**Tallow.**—April, 1903, 2,469,562 lbs., value \$148,543; April, 1904, 7,424,692 lbs., value \$372,466. For ten months ending April, 1903, 19,602,944 lbs., value \$1,201,754; same period, 1904, 66,130,476 lbs., value \$3,310,258.

**Bacon.**—April, 1903, 11,901,411 lbs., value \$1,250,970; April, 1904, 19,138,400 lbs., value \$1,833,344. For ten months ending April, 1903, 179,758,416 lbs., value \$19,268,713; same period, 1904, 212,150,556 lbs., value \$20,788,346.

**Hams.**—April, 1903, 12,465,879 lbs., value \$1,452,045; April, 1904, 10,873,553 lbs., value \$1,198,678. For ten months ending April, 1903, 168,691,682 lbs., value \$20,338,453; same period, 1904, 155,491,721 lbs., value \$18,012,569.

**Fresh and Pickled Pork.**—April, 1903, 6,422,164 lbs., value \$685,838; April, 1904, 5,645,432 lbs., value \$480,490. For ten months ending April, 1903, 78,723,968 lbs., value \$8,130,161;

same period, 1904, 94,406,875 lbs., value \$8,230,034.

**Lard.**—April, 1903, 33,370,757 lbs., value \$3,447,452; April, 1904, 42,638,905 lbs., value \$3,323,340. For ten months ending April, 1903, 412,166,046 lbs., value \$42,999,288; same period, 1904, 462,688,494 lbs., value \$38,742,950.

**Oleo Oil.**—April, 1903, 10,678,051 lbs., value \$983,029; April, 1904, 16,144,603 lbs., value \$1,262,683. For ten months ending April, 1903, 99,140,988 lbs., value \$9,577,103; same period, 1904, 133,349,121 lbs., value \$10,601,392.

**Oleomargarine.**—April, 1903, 862,572 lbs., value \$87,616; April, 1904, 486,182 lbs., value \$50,307. For ten months ending April, 1903, 5,402,054 lbs., value \$567,626; same period, 1904, 5,028,631 lbs., value \$492,045.

**Butter.**—April, 1903, 978,530 lbs., value \$160,929; April, 1904, 1,005,803 lbs., value \$156,709. For ten months ending April, 1903, 7,206,894 lbs., value \$1,282,584; same period, 1904, 9,195,540 lbs., value \$1,493,739.

**Total Cattle, Hogs and Sheep.**—April, 1903, value \$2,984,891; April, 1904, value \$3,969,045. For ten months ending April,

1903, value \$22,732,246; same period, 1904, value \$35,198,119.

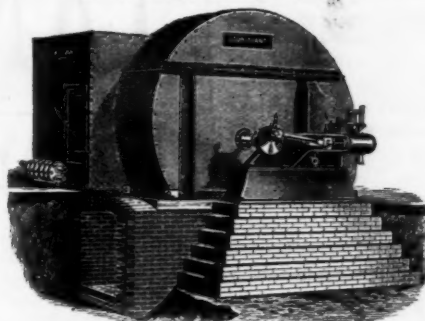
**Total Provisions.**—April, 1903, value \$11,542,958; April, 1904, value \$11,848,302. For ten months ending April, 1903, value \$135,371,620; same period, 1904, value \$134,042,229.

## STOCKMEN'S PACKING PLANT.

The cattlemen of the western slope of Colorado, inspired by enterprising bonus-seeking promoters, have formed the Delta Meat Dressing & Packing Company at Delta, Colo., in the heart of a fine cattle section, and will put up a packing plant. The directors are S. B. Hartman, H. H. Wolbert, L. C. McGrew, J. H. Rushland, J. A. Whiting and A. R. King. The capital stock is \$200,000, and it is said that all has been subscribed. The company will commence work on its building at once, and hopes to have its meat packing plant in operation within 90 days. It will have the largest packing plant in Colorado, and the only one in the western part of Colorado. Citizens have raised about \$6,000 by subscription as a bonus for locating the plant at Delta.

## The Sturtevant Drying Apparatus.

IS POSITIVE AND RAPID



The Sturtevant Apparatus consists of a steel pipe steam heater through which a fan draws or forces the air. It can be applied for the drying of all classes of material, such as lumber, wool, cotton, grain, packing house product, etc. We furnish designs for drying rooms and beds, and design special apparatus for meeting exact requirements.

B. F. STURTEVANT CO., BOSTON, MASS.

New York. Philadelphia. Chicago. London.

1903

1904

WELCOME

1904

INTERSTATE COTTONSEED CRUSHERS' ASSOCIATION

PAY US A VISIT WHEN IN OUR CITY.

ALSO

CATTLE FEEDERS and BUYERS OF COTTONSEED MEAL

If you have never used Cottonseed Meal Hulls, send for our booklet. Gives full information regarding **THE ECONOMIC FEED**. We are also "headquarters" for feeds of all kinds.

THE HUNTER BROS. MILLING CO., Gay Bldg., St. Louis, Mo.

REPRESENTED IN ALL THE LEADING MARKETS.

## TRADE GLEANINGS

The Elberton Oil Company, Elberton, Ga., is erecting a soap factory.

Columbia, S. C., is to have another cotton oil mill, to be built and operated by Thomas Taylor.

Another cotton seed oil mill will be built in Little Mountain, S. C. The capital will be \$10,000.

Henderson & Company will make extensive additions to plant of Dobbins soap factory in Camden, N. J.

Marianna Manufacturing Company, Marianna, Fla., will build a cottonseed oil mill and guano factory.

Vulcan Oil Company, Birmingham, Ala., has been incorporated by W. S. Faulkner, William Gibbons and others.

Pierome Hide Company, Syracuse, N. Y.; capital, \$100,000. W. H. Roberts, Bartlett Arkell and E. J. Page, directors.

Brown Soap Company, Dayton, O., has increased capital stock from \$25,000 to \$50,000. A. D. Rodgers, Jr., is secretary.

B. W. Roe & Co., New York; capital, \$10,000. Directors, J. F. Alpaugh, Cyrus Risler, Jr., and B. W. Roe. Meat business.

Eastern Tanner's Glue Company, Gowanda, N. Y.; capital, \$40,000. William Beggs, E. W. Cobb and Richard Wilhelm, directors.

Kerber Packing Company, Elgin, Ill.; capital, \$60,000. Charles A. Kerber, William A. Kerber and C. D. Monroe, incorporators.

Higginbotham Land & Cattle Company, Dublin, Tex.; capital, \$100,000. J. M. Higginbotham, J. R. St. Clair and others, incorporators.

Buckeye Cotton Oil Company, Atlanta, Ga., a branch of Proctor & Gamble Company, Cincinnati, O., will build a cottonseed oil mill in Atlanta, Ga.

Richmond-Bond Oil Company has increased its capital stock from \$50,000 to \$100,000. The main office is in Chattanooga, Tenn., and the plant in Hickman, Ky.

Rochester Soap Company, Rochester, N. Y., has elected the following officers: President, Tom Armstrong, Jr.; vice-president, Thomas Fraser; secretary, Robert Fraser; treasurer, P. S. Kelley.

The Wilkins & Dolby Company has been incorporated at Newport News, Va., to deal in wholesale groceries and provisions and oil; capital, \$15,000. J. E. Wilkins and others, incorporators.

At the first annual meeting of the Farmers' Oil Mill Company, in Newberry, S. C., the following officers were elected: President, secretary-treasurer, W. K. Sligh; general manager, J. H. Wicker; board of directors, H. H. Folk, H. H. Evans, M. A. Coleman, J. S. Dominick, J. M. Suber, B. F. Cannon, I. H. Boulware, G. C. Glasgow and W. D. Senn. Work on the buildings will begin at an early date.

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### EXPORTS SHOWN BY STEAMERS.

Following were the exports of commodities from New York to Europe for the week ending May 21, as shown by Lunham & Moore's statement:

	Oil	Cheese	Bacon	Butter	Tea	Beef	Pork	Lard
	cake					Bbls.	Tcs.	Pkgs.
Celtic, Liverpool	3199	301	942	150	150	13	200	570
Umbria, Liverpool	4612	150	150	150	150	24	586	
Carpathia, Liverpool	210	406	150	150	150	57	2300	
Georgic, Liverpool	2170	1168	21	150	150	3	652	2375
Cedric, Liverpool	2414	1076	150	150	150	112	175	1125
St. Paul, Southampton	253	2357	5	150	150	3	450	
Minnehaha, London	940	1098	161	150	150	25	3330	
Toronto, Hull	645	25	150	150	150	50	476	11233
Virgil, Manchester	428	89	150	150	150	386	6270	
Anchoria, Glasgow	561	580	165	150	150	17	80	100
Pennsylvania, Hamburg	2250	75	81	150	150	208	100	360
Rotterdam, Rotterdam	3433	320	250	180	400	505	550	
Kroonland, Antwerp	Neckar, Bremen			225	100	25	375	
Kaiser Wil. der II., Bremen	300	63	150	175	375	50	600	
Fried. der Grosse, Bremen	6940	20	5	400	118	110	250	
La Bretagne, Havre	1500	20	100	100	100	235	100	
Patria, Havre								907
Arkansas, Baltic								
Liguria, Mediterranean								
Roma, Mediterranean								
Griqua, South Africa								
Totals	20432	10177	7839	150	924	1093	696	3935
Last week	21485	8351	8583	100	347	937	886	5227
Same time in 1903	26005	13563	6847	298	1020	1550	442	5290

### EXPORTS OF PROVISIONS

Exports of hog products from Atlantic ports for week ending May 21, with comparative tables:

	Week	Week	Nov. 1,
	May 21,	May 23,	1903, to
	1904.	1904.	May 21,
United Kingdom	996	594	27,588
Continent	584	299	12,734
South & Cen. Am.	438	36	12,695
West Indies	1,366	924	36,645
Br. No. Am. Col.	25	585	6,422
Other countries	19	12	1,007
Totals	3,418	2,450	97,751

### BACON AND HAMS, POUNDS.

United Kingdom	12,234,628	6,890,268	288,778,240
Continent	819,188	498,109	42,189,766
South & Cen. Am.	108,775	85,050	3,588,398
West Indies	128,347	227,850	7,425,788
Br. No. Am. Col.	1,206	4,400	40,200
Other countries	7,450	10,475	985,425
Totals	13,296,588	7,725,083	342,987,917

	LARD, POUNDS.
United Kingdom	5,585,712
Continent	2,759,999
South & Cen. Am.	229,440
West Indies	642,570
Br. No. Am. Col.	1,000
Other countries	60,540
Totals	10,279,261

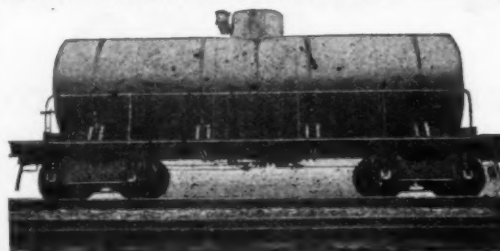
### RECAPITULATION OF WEEK'S EXPORTS.

	Pork, bbls.	Bacon and Hams, lbs.	Lard, lbs.
New York	2,372	5,035,078	4,000,150
Boston	264	2,985,350	778,500
Portland, Me.	38	768,075	2,227,841
Philadelphia	475	1,107,534	1,656,516
Baltimore	150	203,320	968,901
New Orleans	121	4,600	220,950
Newport News			169,147
Montreal		3,193,234	257,256
Totals	3,418	13,296,588	10,279,261

### COMPARATIVE SUMMARY.

	Nov. 1, 1903, to May 21, 1904.	Nov. 1, 1902, to May 23, 1903.	Increase.
Pork, lbs.	19,550,200	17,633,000	1,917,200
Bacon & hams, lbs.	342,987,917	334,706,770	8,281,147
Lard, lbs.	358,315,823	342,740,610	15,575,213

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WARREN, O.

**A GOLDEN ANNIVERSARY.**

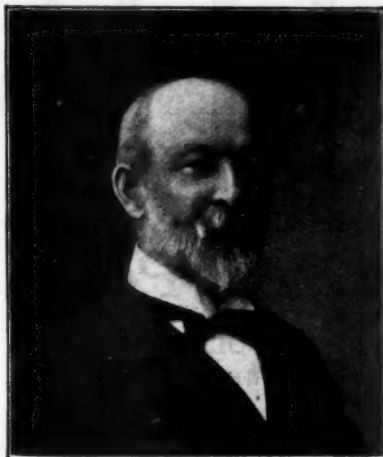
Carroll S. Page, of Hyde Park, Vt., on April 21, commenced his fiftieth season in the green calfskin business. This is a remarkable record. One would not get a hint of half a century of business wear and tear from a look at this youngster's face. Mr. Page confesses to sixty summers, therefore he must have entered the calfskin business at a tender age. But there are the records of twoscore and ten years of commercial success to prove it; and the head of a business which has grown and prospered and spread out pretty much all over the map looks good for as many more seasons of bustle.

A recent article in a leather publication had the following, among other things, to say of the pushing Page:

"An enormous business of international importance built up in a modest little northern Vermont village appears wonderful at first consideration. But study a little the causes and you find that it would have been more remarkable if the business had not grown large. This enterprise owes its growth to an individual, and, when you know him, you believe he would have made a corresponding success at the head of a large railroad, banking house, manufacturing industry, or university. With Mr. Page's ability, failure or moderate success is impossible. Starting with a small trade and a cellar for a storeroom, the territory in which to do business has expanded to buying from all North America and to selling in all countries where calfskins are tanned.

"Besides being the largest calfskin merchant in the world, Mr. Page has time for other things. He is the treasurer of the

Morse Manufacturing Company and the Hyde Park Lumber Company, is president of the two banks of Hyde Park, president of the Hyde Park Hotel Company, and a director of the St. Johnsbury & Lake Champlain Railroad. He has also found time to take an



CARROLL S. PAGE.

active interest in the public affairs of his State. In 1869, at the age of twenty-six, he was elected representative to the General Assembly, and was re-elected in 1870. From

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Pa.

1874 to 1876 he was the senator from Lamoille county. In 1880 he was a delegate to the Republican National Convention at Chicago, which nominated President Garfield. In



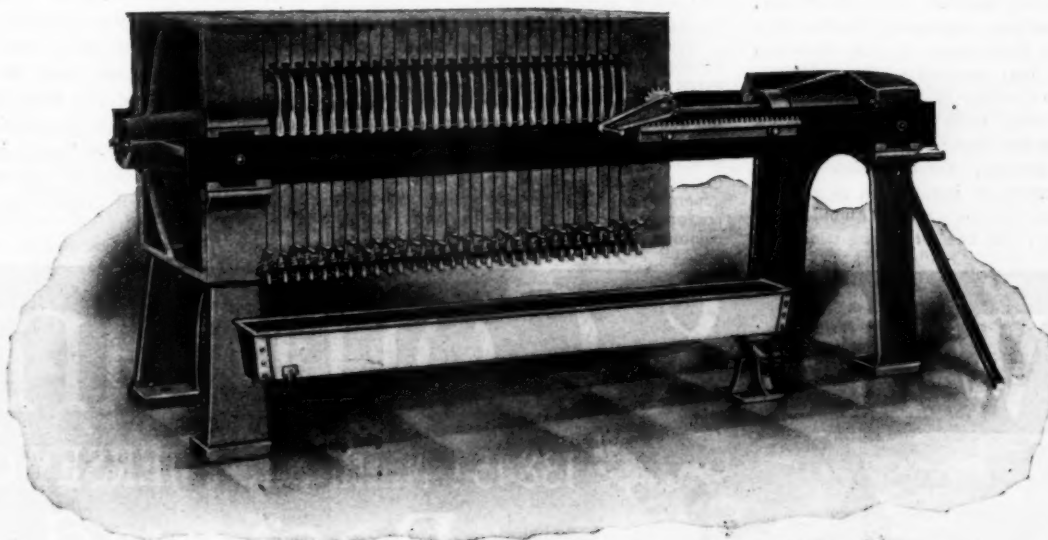
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 Thirteenth Street Market, 32-34 Tenth Avenue  
 Manhattan Market, W. 35th Street and Eleventh Avenue

### BROOKLYN

Williamsburg Market, 100-102 North Sixth Street  
 Brooklyn Market, 182-184 Ft. Greene Place  
 Atlantic Avenue Market, 74-76 Atlantic Avenue  
 Ft. Greene Sheep Market, 172 Ft. Greene Place

West 39th Street Market, 668-670 West 39th Street  
 Westchester Avenue Market, 769-771 Westchester Avenue  
 West Harlem Market, 130th Street and Twelfth Avenue  
 Eleventh Avenue Market, Eleventh Avenue, bet. 34th and 35th Streets  
 Murray Hill Market, Foot East 31st Street  
 West Side Slaughter House } 664-666 West 39th Street  
 West Side Market }

### JERSEY CITY

Wayne Street Market, Corner Wayne and Grove Streets  
 Ninth Street Market, 138 Ninth Street

# Swift & Company New York

Central Office, Nos. 32-34 Tenth Avenue

1884 he was made inspector of finance, and as such, for four years, had the supervision of the savings banks of Vermont. For seventeen years, from 1872 to 1889, he was the Lamoille county member of the Republican State Committee, and during the last few years of his incumbency of that office was chairman of that committee. From 1890 to 1892 he was Governor of Vermont, which office he held with ability and dignity.

"Mr. Page has always been interested in educational matters. For more than a quarter of a century he has been a member of the board of trustees of the Lamoille Central Academy. He has for a long time been

the trustee of the public school fund of Hyde Park. He has been for many years a member of the board of trustees of the Brigham Academy at Bakersfield, Vt. In 1892 Norwich University conferred upon him the degree of LL.D.

"Powerful, diplomatic, still in perfect health, as aggressive as ever, Mr. Page works early and late. He loves the business that he has built up. He takes pleasure in following the correct business principles that have helped him, but he is not a slave to care. He can take a European trip and know that everything runs smoothly at home. He is generous of his time and money when opportunity presents itself to work for the common good."

### CINCINNATI PACKERS ANNOYED.

Cincinnati packers are again annoyed by the falling off in receipts of hogs and the concurrent increase of price. The situation is similar to that six weeks ago, but from which depressing condition there was a recovery about May 1. Last week the prices for packers were about 47c. over the prices at Omaha. The difference prevailed for several days, and local packers bought in the West. The probability is that the farmers have been too busy with their crops to attend to the marketing of hogs.

# Swift & Company



138-154 Ninth Street, JERSEY CITY

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Lard Refiners and General Provision Dealers  
 For Export and Local Trade

# THE National Provisioner NEW YORK and CHICAGO . . . .

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Single or Extra Copies, each.....	.10

## SOBER SECOND THOUGHT

Talk is cheap. Building and operating packing houses is a serious business. The public mind and the public purse are two distinct individualities that have little concern with each other, even when found in or on the same individual. Nothing proves that so effectually as meat talk and meat factory building. The public mind is easily and constantly inflamed against some imaginary thing dubbed the "meat trust" because of the alleged fact that this thing "makes huge and illegal profits at the expense of the people." In the wake of this bluster—sometimes in its van—is a packing house scheme which seeks subscription or support. Under whatever guise these concerns have been introduced or under whatever name they have been introduced, the inflamed public has declined to support them, financially. Evidently the infuriated readers of such claims of big profits do not really believe that they exist or can be won. Hence the refusal to subscribe for packing house stock; this, too, in face of the fact that the foolish public is always ready and willing to venture its millions in wildcat mining, insurance and financial schemes, to say nothing about horse races and guessing contests where the existence of a bunco game is half suspected. Even when a \$10,000,000

floatation of excellent packing house stock is offered to the general public there is no rush of the *hoi polloi* to get it. The careful market absorbs it. The hardest thing to float upon the public is a packing house scheme with even good people back of it and good business prospects ahead of it. The sober second thought kills meat talk when it gets upon the basis of subscribing for meat plant stock. The New York butchers found that to be the case even with their excellent standing among the retailers. The Independent Packing and the American Dressed Meat companies found the same trouble among stockmen. Other company organizers have met that stone wall when trying to organize corporations by public subscriptions. The bare fact stands forth that the packing house business is a treacherous one on close margins and the very best management is required to save the business. The public purse is never ready to back public clamor. Too many good meat plans and plants have fallen by the commercial wayside to encourage free investment in that field. The public belief in big packing house profits is a fiction when tested by the purse of the people as applied to newly born concerns.

## A QUEER RUMOR

There was a curious rumor creeping about on the inside of well-informed meat trade circles last week. It was that Russia took real umbrage at the supposed attitude of this country toward Japan and the present war in the East, and as far as possible ceased buying commissariat supplies here. As these supplies were needed and had to be obtained in America, because no other nation could mobilize food so fast for army purposes, the brokers of other nations were asked to sound this market. Among the sounders were some German agents who had Russian contracts which were made in Germany. The other end of this rumor is that German customs officials have been offensively active of late exercising the powers of the new inspection regulations so as to market German meats in Russia at very high prices. The stopping of the American stuffs as far as possible eliminated them from competition in the bids.

Recent events indicate some truth in most of this talk. As a matter of fact French, German and Dutch inquiries would show that these sources seek supplies for a customer outside of their usual channel of trade. The inquiries indicate that the goods sought are of the war ration kind. Russian inquiries have slackened and Japanese inquiries and orders increased. The springing up of the other inquiries would indicate that Russia is seeking supplies through indirect channels. It may be that delivery in the Far East is expected through French, Dutch and German agencies by means of their lines to the East, consigned to their own agents there to be

subsequently sold to Russia upon a prearranged plan. They would not be contraband of war while thus in transit. The rumors could not be developed more than above stated. The effect on the market is not noticeable as yet.

## PORK'S INCUBUS

The belief is now losing ground that hogs will be knocked down to 4c. during the summer pack. The source of supply does not warrant lower hogs. The run is keeping up, but at the same time showing symptoms of vacillation indicative of smaller runs in the near future. In the meantime, however, pork products are accumulating and thereby laying the foundation for a continuance of the present generally inactive state of the pork and lard market. The situation in Europe has not changed sensibly.

There were indications this week in money circles that the financial situation over there had improved and may continue to do so. If this proves to be permanent packers expect trade to take the hint and open up a bit, in spite of approaching summer and the general industrial inactivity on the Continent. When western stockmen have liquidated and released themselves from their financial pinch the general situation on this side should improve. As it is, pork is accumulating and hogs keep coming in on a dead market.

## LARD AND THINGS

Lard is dead. That about expresses the present lard market. The provision market is still slack. It has not gained much strength even though Russia is keeping her pork at home and out of the Continental market. Russia cannot ship provisions to the Far East by water for fear that the Japs will capture it. The Japs will not need much meat during the heated Summer period. The war situation thus sits as an incubus on provisions for the present. This cannot last, it is thought, when the war loans are all floated and the full army strength of the two belligerents is in the field. The men must be fed and neither is provisioned very far ahead, and even fruitful Manchuria cannot support the armies long. When Russia has scoured Europe and cleaned up the surplus of meats there the depleted supplies must be augmented. That exigency is believed to be near at hand. Oleo oil has braced some. Butter trade is stronger. This is chiefly due to the fact that Siberian butter is kept at home or in Russia. That has left the other markets open for American butter. Generally, however, the foreign market is dull or dead and shows little disposition at present to liven up. This comatose state is not expected to last even in the face of the advent of Summer. The market is hopeful and waiting.



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## ICE AND REFRIGERATION

### CORPORATION NEWS.

Nabob Dairy Company, West Bend, Wis.; capital, \$3,000. Nicholas Weber, Sr., John Willkommen, Joseph Scharrer and others, incorporators.

Mill Grove Creamery, Mill Grove, N. Y.; capital, \$30,000. Harry Eckhard, H. M. Garrett and others, incorporators.

Hartford Dairy Company, Hartford, Conn., has increased capital stock from \$150,000 to \$200,000.

Grafton Brewing Company, Wheeling, W. Va.; capital, \$100,000. J. H. Lancaster, Charles Horstmann, Henry W. Mull and others, incorporators.

Butler Creamer Company, Richland, O., has been incorporated, with a capital of \$5,000.

Staples Dairy Company, Chicago, Ill.; capital, \$20,000. J. H. Leuthold, Jr., Robert M. Staples and others, incorporators.

Rocky Mount Ice & Fuel Company, Rocky Mount, N. C.; capital, \$50,000. Elias Carr and others, incorporators.

J. M. McCoach & Company, Huntington, W. Va., who operate a cold storage plant, have increased capital from \$50,000 to \$100,000.

### NEW PLANTS.

Moline, Ill.—Moline Produce Company will build a cold store.

Oklahoma City, Okla.—Moss Brewing Company will build an ice plant.

Grafton, W. Va.—Grafton Brewing Company will build an ice factory.

Topeka, Kans.—Seymour & Co. will build an addition to their cold storage plant, to cost \$10,000.

Pillar Rock, Ore.—Pillar Rock Cannery Company will build a cold storage plant for the care of fish, to cost \$10,000.

Atlanta, Ga.—J. S. Stephens & Co., of Cincinnati, will build a large cold storage plant, to cost \$100,000.

Philadelphia, Pa.—The Standard Ice Company will erect an ice storage building at Twenty-seventh and Lombard streets, to cover an area of 250x80 feet and to have a capacity of \$20,000.

Macon, Ga.—W. L. Hill, P. O. Box 712, wants an ice machine of from 10 to 20 tons' capacity.

Leavenworth, Kans.—J. G. & E. E. Brewster will build a large cold storage plant.

Paul's Valley, Okla.—An ice plant is needed.

At a meeting of the Councils' Joint Committee on Highways of Philadelphia, Pa., an ordinance giving the Julius Cold Storage and Refrigerating Company the right to lay pipes in the commission district bordering on the Delaware River front was ordered returned to the Councils with a favorable recommendation.

### FIRE AND ACCIDENT.

Spencer, Ia.—Curlew Creamery Company has lost its plant by fire. Loss, \$4,000.

Fairfield, Pa.—The creamery owned by W. L. McSparran has been destroyed by fire. Loss, \$4,000. Will rebuild at once.

Guilford Springs, Pa.—The creamery owned by the Hanover Produce Company has been destroyed by fire.

Ponca City, Okla.—The plant of the Ponca City Ice Company, owned by Ruemmeli & Brown, of St. Louis, has been destroyed by fire. Loss, \$50,000.

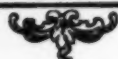
Billings, Mont.—One of the largest ice houses of the Northern Pacific has been almost totally destroyed by fire. Loss, \$3,500.

### FRESH AND REFRIGERATOR EGGS.

There has been little change in the market or situation during the last week. A fall of  $\frac{1}{2}$  a cent in price being the only exception. The production is rapidly increasing and the cool weather of the early part of this week was favorable for transportation. The movement into the refrigerators has continued with every prospect of a record in cold storage holdings before the first of July. Prices for storage packed have fallen and 17@17 $\frac{1}{2}$ c., according to quality, has been the ruling price. Up to May 21, when the weekly reports were recorded, in Boston and Philadelphia, the holdings were reported to be: For Boston, 120,520 cases, as compared with 151,498 at same date last year. In Philadelphia, reported 83,176 as compared with an estimate of 114,253 at same date last year. In New York and vicinity it is estimated that there are in the refrigerators 305,000 cases, as against 325,000 for same date a year ago. The total for the three cities is 508,696 for this year, as compared with 590,751 at same time last year, which leaves a shortage of 82,055 cases. When the excess of storage eggs this year in Chicago is taken into

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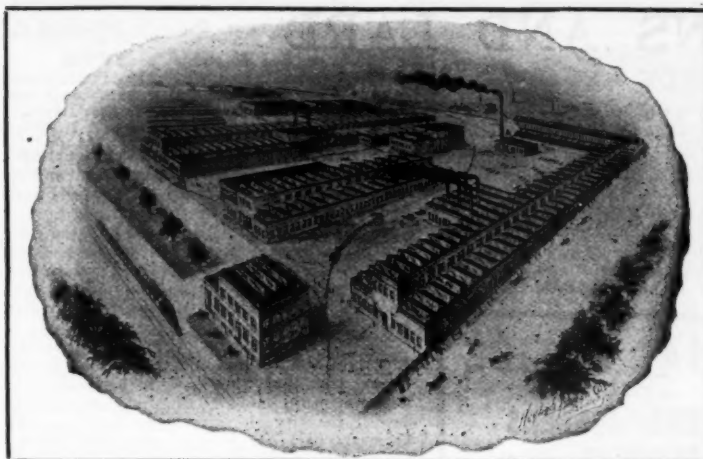
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**Louisville, Kentucky.**

consideration, the four cities hold about the same amount as was recorded last year, with more going in every day.

Prices in New York, May 25, nearby, fresh gathered extras, 18½c.; do., firsts, 17@17½c. Western selected storage packed, firsts, 17½c.; do., seconds, 16½@17c. Western, fresh gathered, firsts, 16½@17c.; do., seconds, 15½@16c. Kentucky and Tennessee, 15@16c.

In Boston, prices were about the same as in New York; Fresh gathered extras, 18@18½c.; firsts, 17@17½c. Storage packed, 17½@18c. Stock in cold storage increased by 22,562 cases, and now stands, 120,520 cases, as against 151,498 at same date last year.

In Philadelphia, nearby, choice, 17½@17¾c., Southwestern, 17c., at market. Southern, 15@16c., at market, as to quality.

### FRESH AND COLD STORAGE BUTTER.

The inevitable drop in prices has come, about ten days behind time, and although not totally unexpected it registers four cents lower than at the same date last year. This has been an exceptional season, and many causes have influenced the market. The future outlook is by no means to be correctly predicted. Many

creameries have been built during the last year and centralization has made a larger production probable. The consumption is not what would be expected at this time of new grass butter. Among other causes, the prevailing strikes play an important part. Since last week there has been a drop of 2c., with every indication of still lower prices in the near future. There has as yet been no butter put into cold storage. The quality of the fresh butter arriving is below the average, and full "grass" butter has been slow coming in. The pastures have been backward on account of the lateness of spring weather. A year ago at this date several thousand tubs had found their way into cold storage at prices ranging from 22@22½c. Speculators are cautious this year, not having yet recovered from their disastrous experience of last year.

Prices in New York on May 26: Creamery extras, 18c.; do., firsts, 17@17½c.; do., seconds, 16@16½c.; do., thirds, 14@15c.; State dairy, firsts, 16@16½c.; do., seconds, 14@15c. There was no quotation for held butter.

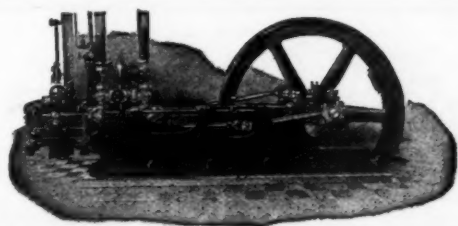
In Boston, the fall in prices was not so decided as in New York. Extra creamery from Vermont and New Hampshire was quoted at 20c., but the bulk of stock sold at 19@19½c.

Western dairy, 13@18c. Cold storage butter was in small demand, 13@16c.; stock in the freezers 19,219 tubs, as compared with 9,901 at same date last year. In Philadelphia, prices dropped 2 cents, extra creamery was quoted 18@19½c., as to quality. Western creamery, 19½c.; do., firsts, 18@18½c.

### COLD STORAGE PLANT FOR ATLANTA.

A big cold storage plant will be erected in Atlanta, Ga., at an early date, the site for the proposed enterprise having already been selected. J. S. Stephens & Co., of Cincinnati, will build the plant at an estimated cost of \$100,000. The site is 253 by 221 feet, and was purchased by Mr. Stephens, of the company, on a recent visit to Atlanta. Mr. Stephens came to Atlanta looking for cold storage rooms in which to store butter and cheese, of which his company is one of the largest handlers in the world. Finding no suitable place to store the products, he decided to build.

See page 52 for  
**WANTED and FOR SALE**  
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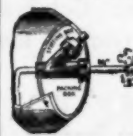
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# PROVISIONS AND LARD

## WEEKLY REVIEW

All articles under this head are quoted by the bbls., except lard which is quoted by the cwt., in tcs., pork and beef by the bbl., or tierce, and hogs by the cwt.

### Stronger Situations—Cash Demands Fairly Active—Speculation Continues Slow—Increased Outward Movements—Moderate Hog Receipts.

The changes in the hog products prices have not been of a violent order for the week and have tended to a stronger basis. Indeed except for pork not more than small fluctuations had happened in the market conditions until Wednesday's trading, when there was pronounced firmness all around. Pork had been swung at times somewhat lower, more because of the "long" interest in it and the nervousness in liquidation as prices turned against it, but has since turned to better prices, with quite confident situations on Wednesday and Thursday tradings, and decided advances in prices all around.

While prices got a few points lower in the early week's trading than the inside market basis of the previous week there was a quick recovery from that point, and the entire undertone on the later dealings seemed to be of a more assuring order, with some buoyancy, although there is no question but that some bearish views still prevail for ultimate conditions and that possible upset markets are still talked as a part of the gloomy views, notwithstanding the recent exhibitions of an upward trend of values.

Our opinion had been that the market was not likely to get materially below the late inside prices and that the undertone was good for an improved range of prices at any time. Moreover that with an improved tone to the market would come increased cash demands.

The people with the ideas that the market may turn in the near future to a lower basis, after the present exhibit of firmness, have more to bolster their opinions in expectations

of materially larger receipts of hogs and which they regard as probable after a couple of weeks, and more particularly in the latter part of June, as well as through July.

Of course, the supplies of hogs should shortly increase some, and especially in consideration of the severe winter and their about a month's delay in many sections in getting

their live stock forward to market as promptly as possible, as shown right along, and on account of the relative cost of feedstuffs with the market values of livestock.

It will be recollected that some of the estimates of large hog supplies at the packing points for April and May did not materialize, however somewhat larger than the corresponding time of last year they occasionally were.

And because in part of the fact that the hog receipts at present are by no means large, and that they are rather promptly taken without much change in their market prices, the situation of the products market seems to be fairly healthy, especially in consideration of the very good outward movements of both meats and lard, and which latter in part include deliveries upon contracts with exporters, as well as made up of consignments, and covering some new demand.

The peculiarity of the export movements was the shipments for last week of fully 12,234,628 pounds meats to the United Kingdom out of a total shipment of 13,296,588 pounds and of 6,585,712 pounds lard, also to the United Kingdom, out of the 10,279,261 pounds total exports.

Some of these full shipments—those to the United Kingdom of meats especially—are likely to halt demands thence. The fact that the general shipments to the other side for several weeks have been of fairly good volume and have filled in a larger number of the distributing sources there which had been short of supplies from the period of February and before high prices, may shorten demands thence for a little while unless Europe is convinced that the general hog products market in this country are upon a fairly safe operating basis.

## SPECIAL NOTICE

... TO ...

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hogs in good marketable condition; but that the supplies of hogs will get, in the indicated period of marketing, up to some expectations of large volume of them may be doubted, and because of the steady desire of feeders to get

# THE W. J. WILCOX

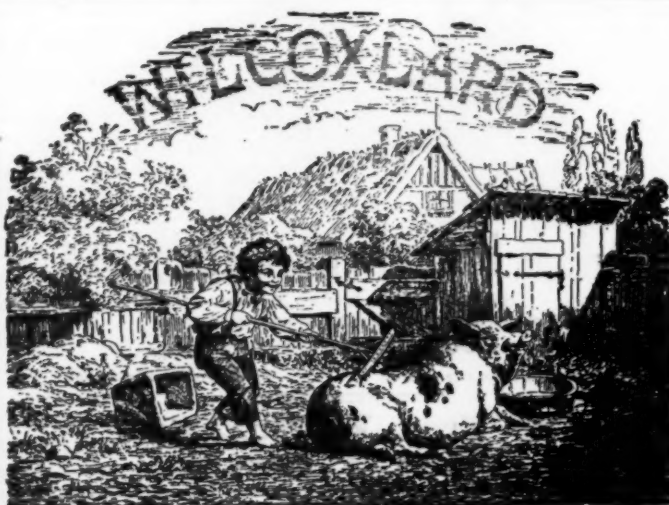
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It is not so much a question as to the current prices of the products in interfering with demands from general distributing sources as it is the desire for settled conditions. There is little doubt of a large consumption at the current prices of the products, but some distributors of the product who had been caught in the winter season's high prices for them have had little heart since to add to their accumulations on the depressed condition of affairs, up to a recent period, although these people, with the demands from consumers drawing upon their accumulations steadily, would be ready to buy freely when convinced that the market was not likely to have a further setback.

It must be considered that toward the close of February, when prices stood \$16 for May and July pork, \$8.05 for May and \$8.20 for July lard, and \$7.65 for May and \$7.77 for July ribs, that the declines have been, up to early this week, something over \$5 per barrel for pork, and 180 to 190 points for lard and 135 to 137 points for ribs, although showing moderate changes since to better prices, and that now the market should be attractive to distributors.

The stocks of the products are now kept down very well, and in some particulars show reductions; there would seem to be no reason outside of speculative moves for markedly fluctuating prices; or rather the cash demands for the products and the supply basis of them, under the present run of hog supplies, invites the stronger prices shown this week.

The average weight of hogs at Chicago last week showed an increase of 5 lbs., or 216 lbs., against 211 lbs. previous week, 230 lbs. corresponding week in 1903, and 219 lbs. in 1902.

In New York the prices of compound lard have been generally reduced to 5½¢, and there are some outside lots reported as offered at 5¼¢, and which starts up a little more demand, although the business is still of an unsatisfactory order. The shippers are doing little in Western steam lard here, although taking 750 tes. on p. t.; quoted at 6.72. City steam lard is slow and is quoted at 6.12½; sales 500 tes. for export at 6.12½. For pork there is only a moderate export demand, with 250 barrels mess taken at \$12.50, \$13; 300 barrels short clear up \$13, \$14.50, and 100 barrels family at \$14. In city meats, bellies are slow, but with the cost of hogs and only moderate accumulation of supplies they are held at fairly steady prices. Sales are 90,000 pounds pickled bellies, 12 lbs. ave., at 6¼¢; 14 lbs. ave. at 6½¢; 10 lbs. ave. at 7¢. and smoking at 7½¢; pickled shoulders have been sold at 6¼ to 6½¢, for 4,800, and 3,900 pickled hams at 9¼ to \$0¼¢; sales of green bellies at 7 to 7¼¢; green hams at 8½ to 9¢.

Exports from the Atlantic ports last week: 3,481 barrels pork; 10,279,261 pounds lard; 13,296,588 pounds meats; corresponding week last year: 2,450 barrels pork; 10,390,492 pounds lard; 7,725,083 pounds meats.

BEEF.—English demand is slow and home distributions are moderate. Prices are so low that the disposition is to hold them steady; city extra India mess, tes., \$13 to \$14; barreled, mess, \$8; packet, \$9; family, \$10.50.

### ON THE RIGHT TRACK.

Every butcher and packer using overhead railing will be on the right track and will stay there if he uses the Boss safety switch. The novel indicators always tell with which rail the switch is connected. The ring on the end of one chain, when down, shows the con-

nection with the curved rail, and the S link on the other chain, when down, shows the connection for the straight rail. No other switch has these.

On another page of this issue an illustration of the Boss safety switch is given. It is taken from a recent photograph of the latest improved switch, in which the indicators referred to, and their practical features, are plainly seen. It will also be observed that the switch is simplicity itself, besides being compact and perfectly rigid when connected with either the straight or curved rails.

The Boss safety switches are patented and manufactured by The Cincinnati Butchers' Supply Company, who are pleased to announce that they now manufacture the entire line, six styles of 2 throw switches for ¾" x 2½" and 1½" x 2½" rails, cross cut switches, and two 3-throw switches.

Readers should correspond with The Cincinnati Butchers' Supply Company when wanting anything in this line, as they are experts and will be pleased to give all information.

### SOAP DRYING.

As in the drying of all material air movement is essential, so it is in the drying of soap. In the process of soap drying the soap is placed in kilns into which heated air is forced by means of a fan. An even distribution of the air results, the moisture from the soap is absorbed and the moisture laden air is then discharged to the outside. With this system the quality and quantity of the air and its temperature can be varied at will and the drying is entirely independent of the weather. The Fels Co., manufacturers of Fels Naptha Soap, recently fitted up their factory at Philadelphia with a fan system for drying soap. The B. F. Sturtevant Co., of Boston, Mass., specialists in the drying of all materials, designed, manufactured and installed the complete equipment.

See page 52 for Wanted and For Sale Departments.



## The "A B C" Disc Fan

For Packing Houses  
Boiler and Engine Rooms  
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Cools and Ventilates  
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We are experts in the solution of  
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### RECEIVERS' SALE

RECEIVERS' SALE—JARVIS TERMINAL COLD STORAGE COMPANY.

Frank Stevens, Auctioneer.

Pursuant to an order of the Court of Chancery of New Jersey, dated May 23, 1904, the undersigned, Receivers of the Jarvis Terminal Cold Storage Company, will on

TUESDAY, JUNE 14, 1904,

at two o'clock in the afternoon, on the premises, Provost, Twelfth and Thirteenth Streets, Jersey City, New Jersey, sell at Public Auction to the highest bidder the following property:

All that certain tract or parcel of land and premises situate, lying and being in Jersey City, County of Hudson, State of New Jersey, consisting of eleven (11) lots, described and bounded as follows:

Beginning at a point at the southwest corner of Provost Street and Thirteenth Street and running in a southerly direction along the westerly side of Provost Street two hundred (200) feet to Twelfth Street; thence westerly along the northerly side of Twelfth Street one hundred and fifty (150) feet; thence northerly and parallel with Provost Street one hundred (100) feet; thence easterly and parallel with Twelfth Street twenty-five (25) feet; thence northerly and parallel with Provost Street one hundred (100) feet to Thirteenth Street; and thence easterly along the southerly side of Thirteenth Street one hundred and twenty-five (125) feet to the place of beginning.

Including the cold storage warehouse thereon erected, with all the machinery and fixtures therein contained and railroad trackage rights in adjacent streets, as provided in an ordinance of the Common Council of Jersey City, passed April 26, 1864. The property will be sold clear of taxes, mortgages, mechanics' liens and other encumbrances. The cold storage plant has recently been completed and is of scientific and modern construction, having a storage capacity of about eight hundred thousand cubic feet. The business is now being conducted by the Receivers under authority of the Court. Permits to inspect the plant and further particulars may be obtained on application to any of the undersigned. Five per cent. of the bid price is to be paid when the property is struck off; other conditions and terms will be announced at time of sale.

Dated May 25, 1904.

JOHN W. HARDENBERGH,

15 Exchange Place, Jersey City, N. J.

PALMER CAMPBELL,

1 Newark Street, Hoboken, N. J.,

Receivers.

McDERMOTT & FISK, Counsel.

15 Exchange Place, Jersey City, N. J.



# TALLOW, STEARINE, GREASE and SOAP

## WEEKLY REVIEW

**TALLOW.**—There has been a recovery of at least  $\frac{1}{4}$ c. in the market over the country this week on sales. There are some sellers with even stronger views as to prices.

The advance has been based upon more confident demands, although they have not altogether met the asking prices, and as occasioned by a natural small reaction after the long period of depression.

The soapmakers have been most concerned over buying, more particularly those in out-of-town markets. Indeed, the compound makers have shown very little interest in the market. There has, however, been a little English demand.

There were sold in New York on Monday of this week 200 hhds. city for home trade at  $\frac{1}{4}$ c., and 200 hhds. do., that will be exported, at  $\frac{1}{4}$ c. On Wednesday 200 hhds. more were sold, with  $\frac{1}{4}$ c. then bid by an exporter and  $\frac{1}{4}$ c. asked, and on Thursday rumored sale of 50 hhds. at  $\frac{1}{4}$ c.

Nothing encouraging in the tone of the foreign markets. As well it may be said that the sentiment here is of that apprehensive order among buyers that a turn of the market would be likely to accelerate their trading, especially in consideration of their for some time holding off from buying in the market and which has narrowed their accumulations; therefore that their supplies must need replenishing, and freely in some directions.

The feeling among buyers had been, up to this week, that it was imprudent to take large supplies on the late depressed look to the market, even to average cost on their high priced holdings. The snap had been taken out of them by the long-time upset conditions of general fat markets.

But the soapmakers, at least, would be ready to buy, as they felt that the weakness had been eliminated from the situation.

Whether the present strength to the market is more than of a temporary order may depend a good deal upon the near future course of the lard market, notwithstanding the fact that the compound makers have little to do with the tallow trading at present because of the continued slackness in the compound lard business.

Our markets are not upon a general export basis and they are for their present firmness dependent more upon the slight starting up of home soapmakers' demands and the indicated small export inquiry, which may become quiet after the present little spurt in trading, and especially if the lard and cottonseed oil markets fail to materialize firmness, although cottonseed oil is doing a little better in price as compared with the previous week's trading in it.

It is not likely that the soapmakers would care to have lower priced tallow, unless it remained upon a low basis, since the prices of

soaps would have to be adjusted to it. After a decline is once made in the prices of soaps, it is difficult to advance them, even though a recovery in the tallow market would justify it.

There was no London sale on Wednesday on account of a semi-holiday there.

City edible has been quoted in New York at  $\frac{1}{4}$ c. @  $\frac{1}{4}$ c., with not much doing in it.

Country made meets with a little better inquiry from the soapmakers and is at somewhat more regular prices, with sales for the week of 310,000 pounds at  $\frac{3}{4}$ c. @  $\frac{1}{4}$ c., as to quality. This country tallow is drawing closer in value to its ordinary relation with the prices of large lots of city, while it had been sold at low and irregular prices on the late dullness; this indicates a little more general starting up of soapmakers' demands for supplies.

The Western markets are firmer; the reports there are of a freer business. Prime packers at Chicago quoted at  $\frac{1}{2}$ c. @  $\frac{1}{4}$ c. and city renderers at  $\frac{1}{4}$ c.

(Continued on page 46.)

**OLEO STEARINE.**—There has been a little business from time to time in the last two weeks as covering the wants of the smaller compound makers. But the large consumers outside of the candle makers keep out of the market, as the compound lard business is only moderately accelerated by the decline in the prices of the compound lard to  $\frac{5}{8}$ c., and as for small lots as low as  $\frac{5}{8}$ c.

Corresponding indifference over buying by the compound makers is noted for cottonseed oil, and which shows that the compound makers want to wait, as concerns important trading from them on raw materials until the time when the situation for them looks settled or until there is livelier business in compound lard.

Meanwhile the stocks of the stearine in most sections steadily accumulates. Nevertheless, the pressers hold them firmer and most of them would not sell under 6c. the city made, although it has been possible to get out-of-town made at  $\frac{5}{8}$ c. Sales of 60,000 pounds of out-of-town made at  $\frac{5}{8}$ c., and 150,000 lbs. city at  $\frac{5}{8}$ c., and small sales in Chicago at 6c.

**LARD STEARINE.**—The city made could hardly be had under 7c., although Western would not bring that price under the dull conditions of business here, and notwithstanding the better prices made at the West.

**COTTONSEED STEARINE** wholly nominal.

**LARD OIL.**—The manufacturing interests buy slowly and only small lots; prime quoted at 56@58c.

**GREASE.**—The tone is somewhat improved with the firmer tallow market, and there is, as well, somewhat increased demands from the home trade and a little export demand. Sales of bone at  $\frac{3}{8}$ c. @  $\frac{3}{4}$ c., and yellow at  $\frac{3}{8}$ c. Yellow quote at  $\frac{3}{4}$ c. @  $\frac{3}{4}$ c.; house,  $\frac{3}{4}$ c. @  $\frac{3}{4}$ c.; bone,  $\frac{3}{8}$ c. @  $\frac{1}{4}$ c.; B white, 4c.; A white,  $\frac{1}{2}$ c. @  $\frac{1}{4}$ c., brown,  $\frac{3}{4}$ c. down.

**GREASE STEARINE.**—Not much of a supply and small demands; yellow at  $\frac{1}{4}$ c.; white,  $\frac{1}{2}$ c. @  $\frac{1}{4}$ c.

**OLEO OIL.**—Rotterdam still reports a quiet market and quotes at 43 florins. New York is moderately active and quotes choice at 7 $\frac{1}{4}$ c.; prime at 6 $\frac{1}{2}$ c.; low grades, 5 $\frac{1}{2}$ c.

**CORN OIL.**—There is an irregular market, ranging from \$3.40 for second-hand lots to \$3.45 for next and the succeeding month's delivery by the mills and more money asked by them for spot lots.

**NEATSFOOT OIL.**—A little more of a business in small lots and a somewhat healthier situation; 20 cold test, 94@96c.; 30 do., at 84@86c.; 40 do., at 64@66c.; prime, 50@52c.; dark, 44@46c.

**COCOANUT OIL.**—Held quite firmly with the more reserved offers to sell; not much doing. Ceylon, spot, 6 $\frac{1}{4}$ c.; do., May shipment, 6 $\frac{1}{4}$ c.; Cochin, spot, 7 $\frac{1}{4}$ c. @ 7 $\frac{1}{2}$ c.; do., May shipment, 6 $\frac{3}{4}$ c., and coast shipments in the summer months at 6 $\frac{1}{4}$ c.; June shipment, 6 $\frac{1}{2}$ c.

**PALM OIL.**—Trading is small and the market is supported more by the light stocks. Red, 5 $\frac{5}{8}$ c. @ 5 $\frac{1}{4}$ c.; Lagos, 6 $\frac{1}{4}$ c., spot, and 5 $\frac{1}{4}$ c. @ 6c. to arrive.

## PRODUCE EXCHANGE NOTES.

The New York Produce Exchange adjourned from the closing business Friday to Tuesday morning, covering the Decoration Day holidays. The Chicago Board of Trade adjourned over Monday only.

Memberships quoted at \$225 bid and \$250 asked.

Proposed for membership: Isaac M. Scofield, Wm. S. Lester, Leroy S. Churchill, John J. Archer, James E. Pope, John L. Laidlaw, Howard M. Hooker.

New members: Lawson Sandford, John H. Crittenden.

Visitors: W. J. Cassady, Rotterdam; Thos. L. Field, J. Wall, L. J. Abrahams, Elliot Jones, G. B. Dodwell, London; N. N. Vanden Fove, Rotterdam; H. Lange, Hamburg; Thos. Sinclair, Belfast; Geo. A. Macbeth, Glasgow; Robert Elkins, Chicago.

## Prime Green Olive Oil Foots

**UNCLE SAM BRAND**

**QUALITY, THE SUPREME TEST**

They cost a little more than ordinary Foots but if you buy "UNCLE SAM BRAND" you will be so pleased with the results that you will forget the price and always remember the quality

**Welch, Holme & Clark Co.,**

**383 WEST STREET  
New York City**

# COTTONSEED OIL

## WEEKLY REVIEW

THE NATIONAL PROVISIONER is an official organ of the Interstate Cottonseed Crushers' Association, and the official organ of the Oil Mill Superintendents' Association of the United States.

### Quieter Trading Conditions—Moderate Advance in Prices—Seemingly More Secure Conditions as Based More Upon a Better Lard Market—No Increase of Consumers' Demands.

That the cotton oil market in New York had gained close to two cents per gallon on deliveries after June from the inside prices latterly made in it, and that it was altogether firmer up to the beginning of this week, and as covering all the other deliveries meant nothing more than the natural reaction from a long period of depression, and as it was encouraged by a little stronger lard market. It did not have back of it any increase of demands from the home consumers, while the moderate export business that had been going on in New Orleans and New York for two or three weeks was affected this week to dullness again, when the better prices for the oil came about.

There was a slight sagging of prices on Tuesday. Indeed, by that time the market had lost  $\frac{1}{2}$  to  $\frac{3}{4}$ c. from the closing figures of the week before, and it was very quiet, without important trading then in the circle of traders that gets together on the Produce Exchange floor daily; there was, however, some business outside of the Exchange trading which showed the indicated decline. But on Wednesday there were a few buyers of the later deliveries, more particularly of August at the asking prices of the day before, and which had been, then, impossible to obtain; by that much the market was again stronger. The demand on Wednesday seemed to be stimulated a little by the feeling that as the lard market was showing some advance, and that as beef fats were selling about  $\frac{1}{4}$ c. higher than perhaps bottom had been touched all around for fats, and that the markets might be turning to more secure conditions. On Thursday there was a decided advance to prices on reports of increasing demand at New Orleans for the late deliveries (August and September).

But, of course, with such fat markets as have been had latterly no one in the trade could feel secure of situations of a regular order for a long pull; therefore, any exhibitions of increased firmness, at present, are viewed with doubting eyes by the larger portion of the traders, and who wait for prolonged exhibitions of features before having confidence in the developments of firmness as likely to be kept long.

There is no question but that many distributing sources of food products are carrying less than their usual supplies of them; that they have been pulling upon their high priced accumulations as made in February and before then to supply the wants of consumers, in conjunction with the supplies that they have got by conservative buying since February. There must necessarily be materially enlarged demands for many products when the distributors feel that prices are arranged permanently to a stronger basis.

That the buying sentiment quickens here and there as some of the manufacturing interests feel that the lowest notch has been touched has been shown this week in some of the soapmaking materials, and notably for tallow, which, indeed, recovered  $\frac{1}{2}$ c. on brisker demands from the soapmakers and because of the desire of the soapmakers to take advantage of a market which seemed to them in better shape than it had been in before for some time.

Nevertheless, the fact remains that the cotton oil does not, as yet, move out more freely to consuming sources, that the compound makers and soapmakers buy it with reserve, especially the compound makers, and that the export demand for the oil has lulled, although the latter had not been of more than moderate volume even at the late lower prices than those at present.

The hopes are that the lard market may show signs of permanent firmness, by which the compound lard trading could increase and the compound makers be forced to buy the cotton oil. At present there is practically no marked interest in the cotton oil market on the part of the compound makers.

The prices of the compound lard were reduced  $\frac{1}{4}$ c. early this week, making  $5\frac{1}{2}$ c. for car lots and  $5\frac{1}{4}$ c. for some resales and outside lots. And this decline quickens demand for the compounds only moderately, although it makes them upon a little more attractive buying basis with the pure lard prices than the difference between them only latterly. A settled or stronger pure lard market would, without question, materially increase the compound lard business, while some hopes of that outcome encourages some of the traders in cottonseed oil to the opinion that perhaps the worst of the cottonseed oil position has been seen, and that possibly the later deliveries of the oil will offer more satisfaction to them than the exhibit of it at present.

There are other opinions, however, of further upset positions for lard prices after a

while, in the event of which would the general fat markets additionally suffer. These opinions are based upon expected materially larger receipts of hogs for the latter part of June and July, and the feeling that views over product prices will be modified by reason of the hog supplies.

There is no question but that just now the hog products markets look healthier, that the trading in them is of fair volume and that the export movements both on demands and consignments, together with somewhat freer home distributions are of sufficient force for the improved feeling, over the prices, especially as the stocks of the products are not further accumulating; indeed, in some respects the stocks are being pulled down a little of the hog products.

The deliveries of cotton oil on May contracts this week were 1,000 barrels, of which 550 barrels went to store; it is doubtful if there are more than 400 bbls additional to be delivered on the May contracts and which makes the total deliveries on the May contracts about 15,000 bbls., as had been implied they would be, of which about 6,000 bbls. were exported, while some portion of them went to the home consumers; no very marked volume of them were sent to store, although perhaps sufficient to equal the amounts taken from store, and leaving the store stocks in New York of very good volume, and close to the amount noted in the previous week's review.

There is no export business in the oil in New York this week outside of the usual small lots. And in New Orleans, where 6,000 bbls. had been sold in the previous week to exporters, nothing further reported this week to them.

It must be said in noting the slightly improved prices for fats this week that many traders look upon them as only natural reactions from a long period of depression that they are not backed up as yet by consumers' demands as a whole, and which continue cautious, except for some of the beef fats. But as there was a moderate advance in the lard market on Wednesday and again on Thursday that a continuation of the improved tone in it would help all fat situations; thus doing away with the feeling of apprehension held by the traders that the fat situations may settle back again to a worse tendency unless the lard market becomes permanently strong.

The bleaching grade of the oil, which had been quoted in the previous week at 25c., in

# KENTUCKY REFINING CO.

LOUISVILLE, KENTUCKY, U. S. A.

MANUFACTURERS AND REFINERS  
OF ALL GRADES OF

## COTTONSEED OIL

# "SNOWFLAKE"

A CHOICE WHITE OIL

FOR BAKING, FRYING AND COOKING



Chicago, in tanks, is now held a little firmer than that.

The export demand for cotton oil, as it existed latterly, was more for quantities needed to fill in on moderate stocks, and it disappeared for near deliveries when the few demands had been satisfied. But at mid-week there was a little desire on the part of a few foreign markets to buy for August delivery, and for August, September, October, November and December, deliveries together, for which 28½¢ was bid, showing the increased confidence of market conditions on the part of at least some export buyers.

Crude in tanks in the Valley is quoted at 21c., and it is reported that 10 tanks were sold at that. But at the Southeast mills there is scarce bidding over 20c. for crude, in tanks, although in the much narrower supply of the crude oil over the South there are now only spasmodic tradings in it.

By the late moderate advance in prices of cotton oil say to at about 28c. per gallon, its price equals about 3.74c. per pound, while the price of city tallow, in hhds., by the late advance, is at 4¼c. per pound. This makes the tallow position a little more favorable to the soapmakers, as the usual difference for active soapmaking buying of cotton oil is ¼c. as against the specified grade of tallow and which latter we use for a comparison because of the usual recognized difference of values in them, rather than that the comparison is made with the grade of tallow chiefly used by the soapmakers, since the soapmakers buy all grades of the tallow from prime down, and many of them, of course, sell lower than the indicated value of the city made.

The sales of cotton oil in New York since our previous week's review have been as follows: On Saturday 400 bbls. prime yellow, August delivery, at 29½¢; 600 bbls. do., at 29¾¢; 500 bbls. do., July delivery, at 29c. On Monday sales of 400 bbls. prime yellow on spot, at 27¾¢; 1,300 bbls. do., June delivery, at 27¼¢; 500 bbls. do., August delivery, at 29c. On Tuesday the market stood for prime yellow 27¼¢ bid, 27½¢ asked for May and June, 28c. bid and 28½¢ asked for

July, 28½¢ bid and 29c. asked for August and 29c. bid, and 29½¢ asked for September, with 100 bbls. winter yellow, on spot, sold at 30½¢. On Wednesday sales early in the day of 2,400 bbls. prime yellow, August, at 29c., with June then at 27¾¢@28c.; July at 28¼¢@28½¢; August at 28¾¢@29c. In the afternoon there were additional sales of August delivery of 1,500 bbls. prime yellow at 29c., and 28c. was bid for July, and 27½¢ bid for June. On Thursday the market showed somewhat indifferent offers to sell and towards the close of the day it advanced in a decided way, with sales of 300 bbls. prime yellow, August delivery, at 30c. and further bid: 500 bbls. do., for September, at 30½¢. and further bid, with 31c. asked; July at 29½¢. bid, and spot at 28½¢. bid.

(Continued on page 46.)

### COTTONSEED OIL

(Special Letter to The National Provisioner from  
(Aspegren & Co.)

The wish is the father of thought, as the old proverb reads, and this can be well applied on certain bear operators here who are talking the market down, but are not willing to back up their talk by selling any round lots.

Liquidation has continued during the past week and some 20,000 barrels of July and August oil have changed hands. There seems to be buyers for every thousand barrel lot that is thrown on the market, and it looks as if it would take a great deal more than 25,000 barrels to break the market down further. In face of the heavy liquidation the market has even continued to move upwards slowly but gradually. Consumers in this country and in Europe are taking hold and are willing to pay present prices for deliveries as far ahead as September 1, 1905. A bid was made to-day on the floor of the exchange of 27½¢. for any delivery, sellers option, up to September 1, 1905, but nobody felt like taking the bid up.

There is no abundance of prompt oil and the last lots of oil sold for May delivery are just about being tendered now. When we compare

the talk in April to the reality in May in regard to May deliveries, we find a great difference. Those who had sold large lots of May oil short threatened to swamp the market with enormous quantities of May oil on the first day of May, but instead of that, the buyers of this May oil on the first day of May did not receive their oil, but have a hard time to get it and some deliveries are only taking place now at the end of the month.

There is a distinct improvement in all the fat markets. Tallow, which was offered last week at 4c., is now at 4¼c. bid. Greases and stearines are higher and a good demand for lard has also moved it upwards, which naturally strengthens the cottonseed oil market.

The long interest in cottonseed oil has to a very great extent been wiped out, so there is very little further liquidation to be expected and instead there is probably now a short interest.

As we said in our last circular, cotton oil looks cheap and should we have a continued advance of other fats, we would not be surprised to see oil move in sympathy. The very fact that cotton oil is to-day 13c. per gallon lower than it was three months ago, leaves so much less room for a further decline and so much more room for a rise in values.

We quote to-day as follows:

Prime summer yellow cottonseed oil, June, 28c.; July, 28½¢; August, 29c.; September, 29½¢; October, 29½¢; November, 29c.; December, 29c.; prime winter yellow cottonseed oil, 32c.; prime summer white cottonseed oil, 32c.; Hull quotation of cottonseed oil, 18s. prime crude oil in tanks, in the Southeast, 21c.; do., Mississippi Valley, 21c.; do., Texas, 20½¢.

We have buyers for October, November, December crude Southeast or Valley at 22c.

**SEE PAGE 48 FOR  
WANTED and FOR SALE  
ADVERTISEMENTS**

# THE AMERICAN COTTON OIL CO.

CABLE ADDRESS "AMOOTAIL," NEW YORK

## COTTONSEED PRODUCTS

OIL, CAKE, MEAL, LINTERS, ASHES, HULLS



GOLD MEDALS  
AWARDED  
CHICAGO, 1893  
PARIS, 1900

**AMERICAN COTTON OIL CO.**

27 Beaver Street, New York City

GOLD MEDALS  
AWARDED  
BUFFALO, 1901  
CHARLESTON, 1902



WRITE OR WIRE US FOR  
PRICES AND SAMPLES.

**"BIRD BRAND"**

**ARMSTRONG PACKING Co.**

CHOICE FAMILY COMPOUND LARD  
DALLAS, TEXAS, U.S.A.

PACKERS - SOAP MAKERS -  
COTTON SEED OIL REFINERS.

**DALLAS, TEXAS.**

CABLE ADDRESS "ARMSTRONG" DALLAS.  
CODES - LIEBER, ROBINSON, YOPPS.

**HIDES AND SKINS**

(Shoe and Leather Reporter.)

**CHICAGO.**

Native steers, spready	12 @ 12 1/2
Native steers, heavy	10 1/2 @ 11
Native steers, light	9 1/2 @ 10
Texas steers, heavy	— @ 13 1/4
Texas steers, light	— @ 12 1/4
Texas steers, ex. light	— @ 11 1/4
Butt-branded steers	10 1/2 @ 10 1/2
Colorado steers	10 1/2 @ 10 1/2
Native cows, over 55 lbs.	— @ 10
Native cows, under 55 lbs.	— @ 10 1/4
Branded cows	10 @ 10 1/4
Native bulls	8 1/2 @ 9
Branded bulls	8 @ 8 1/4
Pates, per 100 lbs.	— @ 8 1/2
Trimnings, per 100 lbs.	— @ 7 1/2
No. 1 heavy steers	— @ 8
No. 2 heavy steers	— @ 8
Side-branded steers, flat	8 1/2 @ 9
Side-branded cows, flat	7 1/2 @ 8
No. 1 heavy cows	— @ 8 1/2
No. 1 buff hides	— @ 8 1/4
No. 1 ex. light hides	9 @ 9 1/4
No. 2 buff hides	7 1/2 @ 7 1/2
No. 1 bulls	— @ 7 1/2
No. 1 calves	12 1/2 @ 13 1/2
No. 1 kips	10 @ 10 1/2
Deacon skins, each	67 1/2 @ 87 1/2
Shunks, each	40 @ 60
Horsehides, each	— @ 3.65

**Sheep Pelts.**

Green salted pelts, packer lambs	1.25 @ 1.50
Green salted packer sheep	1.25 @ 1.55
Green salted shearlings	— @ 52 1/2
Green salted country pelts	85 @ 1.25
Dry pelts, Montana, butchers' full	12 1/2 @ 13
Dry pelts, Utah, butchers' full	11 1/2 @ 12
Dry pelts, Wyoming, butchers' full	— @ 12
Dry pelts, Colorado and New Mexico, butchers' fair run	— @ 11
Dry flint shearlings, good stock	10 1/2 @ 11
Dry flint shearlings, damaged	3 @ 7
Dry murrains, Montana and Utah	12 1/2 @ 13
Dry murrains, Colorado	11 @ 12

**BOSTON.****Dry—Selected.**

California	21 @ 25.19 @
Southern	— @ 13
San Antonio	— @ 18
Texas	21 @ 28.17 @ 17 1/2

**Salted.**

Brighton, abattoir steers	9 1/4 @
Brighton, abattoir steers, butt-branded	8 1/2 @
Brighton, abattoirs cows	8 1/2 @
New England cows, green	6 1/2 @
New England cows, salted	8 1/2 @ 8 3/4
New England steers, salted	9 @

**Wet Salted.**

Southern	25 @ 40. — 7 1/2 @ 8 1/4
Texas ox and cows	40 @ 70. — 7 1/2 @ 7 3/4
Western cows	8 1/2 @ 9
Western seconds	7 1/2 @ 7 1/2
Extremes	8 1/2 @
Extremes, seconds	7 1/2 @

**Calfskins.**

Dairy	00 @ 05
4 to 5 lbs.	80 @ 85
5 to 7 lbs.	1.00 @ 1.00
7 to 9 lbs.	1.30 @ 1.35
9 to 12 lbs.	1.00 @ 1.05
12 to 16 lbs.	1.85 @ 1.95
16 to 25 lbs.	2.15 @ 2.25

**NEW YORK.****Selected.**

City natives—60 lbs. and over	— @ 11
City butt brands—60 lbs. and over	— @ 10
City Colorados—60 lbs. and over	— @ 10
City bulls—all weights	8 1/4 @ 8 3/4
City cows—all weights	— @ 9 1/2

**City Calfskins.**

5-7	— \$1.15
7-9	— 1.45
9-12	— 1.70

**Country Calfskins.**

5-7	— \$1.00 @
7-9	— 1.30 @ 1.35
9-12	— 1.60 @

**HOW TO USE ANTINONNIN.**

Since antinonnin is now almost universally employed in warehouses for the prevention of mould and mildew, it might be of interest to state the best and most efficient way to apply this product. The rooms should be first thoroughly cleaned and then a solution consisting of about 1 lb. antinonnin to 10 gallons of liquid be applied to the walls and ceilings. This solution should be applied hot, at a temperature of about 128° F. It has been found that if the antinonnin is mixed with whitewash, the whitewash imparts to the product a greater sticking power; where whitewash is not desired, ordinary water should be used. The application may be made by means of a spraying-pump, whitewash brush, etc. The efficiency of antinonnin is greatly enhanced by a frequent ventilation of the rooms.

## Continental Oil & Cotton Company

Manufacturers and Refiners of all grades

**COTTONSEED OIL****Puretta Cooking Oil****ABILENE & TEXAS**

See Page 48 for

**BARGAINS**

or if you want

**Employment****WANTED**

Agency for Germany to sell oil mill products—Cottonseed Oil, Meal, Cakes and Cattle Feed Stuffs.

Address

**CARL LIEBER,**  
Bremen, Cable Address, "Rebell."

## Lombard Iron Works & Supply Company

AUGUSTA, GA.

Builders and Dealers in **ENGINES, BOILERS, Tanks, Stacks, Standpipes, etc.; Bridge and Architectural Iron Work; Railroad, Cotton, Saw, Fertilizer, Oil and Ice MACHINERY and Supplies and Repairs; Shafting, Pulleys, Hangers, Leather and Rubber Belting and Hose; MILL SUPPLIES and TOOLS; Foundry, Machine, Boiler and Bridge Work. Capacity for 200 hands.**

**ASPEGREN & CO.,**

Produce Exchange,

NEW YORK,

**Commission Merchants****EXPORTERS****Cotton Oil, Tallow****AND GREASES.**

## The Procter & Gamble Co.

Refiners of All Grades of

**COTTONSEED OIL**

**Aurora, Prime Summer Yellow**  
**Boreas, Prime Winter Yellow**  
**Venus, Prime Summer White**

**Marigold Cooking Oil**  
**Puritan Salad Oil**  
**Jersey Butter Oil**

Cable Address

**Procter, Cincinnati, U. S. A.**Office: **CINCINNATI, O.**Refinery: **IVORYDALE, O.**



## CHICAGO SECTION



Hog packing since March 1st shows a decrease of 135,000, compared with the same time last year.

Cooperage market quiet—demand light, and offerings not large. Applicable alike to lard tierces and pork barrels.

Stock yard friends of A. B. Butler, who for many years has been at the head of the Swift & Company hog buying department, were greatly pleased to see him in the yards again last week. Mr. Butler has been confined to his home, 4635 Emerald avenue, for some months by illness. He appeared in excellent health once more.

Chicago always is the best market in the country, but is just at present showing such a wide margin over the Western river markets that many cattle and hogs are being purchased there by packers for this market, says the *Drovers' Journal*. Hogs have been coming in freely from Sioux City during the past week, and many cattle have been forwarded from Kansas City and Omaha at a good profit.

A new bank is to be established in the stockyards district to be called the People's Trust & Savings Bank. A site has been purchased for the bank by John A. Spoor at 47th and Gross streets. The purchase includes a triangular block near the intersection of Ashland avenue and 47th street, and is a splendid location for a bank and a place where one is said to be greatly needed. The neighborhood is thickly populated with a thrifty working class of people. The bank building to be erected on the site will be three stories high and modern in every respect. The first floor, where the bank will be located, will have 7,500 square feet, giving ample room for immediate work and for future growth. The upper floors will be rented for lodge halls, etc. There will be a savings bank and safety vaults of the latest pattern. The new bank will be backed by men of high commercial standing. The president will be S. R. Flynn, the executive of the National Live Stock bank. W. J. Rathje is to be vice-president and manager, and among the directors will be John A. Spoor and Nelson Morris. The capitalization is \$200,000 and the new institution will be open for business in temporary quarters at 4711 Ashland avenue on Tuesday. Work on the new building will commence at once, and it will be completed for occupancy about December.

See Page 48 for  
Want & For Sale Ads.

### A MODEL HOG-CUTTING FLOOR.

The accompanying diagram is plan and front elevation of a hog-cutting floor designed and put in the Thomas J. Lipton Company's plant at Chicago by R. M. Eagle, superintendent. This floor is considered one of the most economical in the United States, and the following facts and figures are furnished to prove this claim. The numbers given on the plan indicate the position of the men. Their relative duties and rate of pay per hour are as follows: 1, 2, saw hams, each 27½c.; 3, cut off hams, 35c.; 4 and 5, block tender, 22½c.; 6, chopper, 37c.; 7, scribe and pull, 20c.; 8, tenderloins, 27½c.; 9, pull pork, 27½c.; 10, loins, 27½c.; 11, 12, 13, 14, ribbers and side trimmers, each 30c.; 15, 16, boners, each 35c.; 17, 18, neck bones, each 27½c.; 19, sawyer, 22½c.; 20, 21, pull butts, each 25c.; 22, 23, part trim shoulders and calas, each 27½c.; 24, 25, finish shoulders and calas, each 27½c.; 26, sawyer, 22½c.; 27, 28, ham trimmers, each 35c.; 29, boy dropping hogs, 15c.; 30, 31, 32, 33, shoving out of chill room and putting on conveyor, each 18c.; 34, conveyor, 20c.; 35, 36, 37, 38, belly trimmers on floor beneath, each 30c.; 39, extra, 35c.; 40, foreman, 50c. Total, \$11.07.

This makes a pay roll of \$11.07 per hour, and as from 450 to 540 hogs per hour have been cut on this floor, the cost of cutting is from 2 to 2½c. per hog, which figures should interest quite a few packers. It goes to show what a little machinery can do—a conveyor, a revolving bench and two band-saws, and just a trifle of common, everyday gravitation.

The conveyor cost about \$150, the bench about \$200, and the saws about \$200; total, about \$500, less carpenter work and galvanized iron chutes, which are indicated on the plan by a circle. Take the average cost of cutting throughout the country and apply the difference between these figures and the above—to improvement in this direction. How long would it take to pay the cost of such an improvement, and how much per year would the aggregate saving be afterward?

On the bench below the center side of the meat chute are the four belly trimmers, and opposite them, under the ham chute, are the skinned ham trimmers, inspector and sorters. The sausage meat is all trimmed on this floor also, and one foreman attends to the proper manipulation of the meats, while the cutting boss never leaves his post upstairs. This is an essential matter in these days of unionism. The sausage meat trimmers below work on the piece-work plan, and it takes both foremen all their time to keep tab on what is doing.

No. 22 galvanized iron is used in the chutes and fire insurance men demand lids made to cover them when not in use. A belly roller or pounder is necessary on the floor beneath to facilitate handling the meats and putting

them in first-class shape. The skinning of hams and trimming of sausage meat does not figure in the cost of cutting.

It is more desirable to chop than saw off shoulders, and quite as expeditious. This plan can be arranged to suit any number of hogs per hour, or to suit any shaped floor. For instance, for slower cutting where No. 5 stands, the bench could be carried out flush with the block, and the chopper could easily slide the shoulder off to the neck bone raisers. The conveyor admits of obtaining the necessary gravitation, and the revolving bench admits of the men applying all their energy to cutting the meat, instead of expending three-fourths of it lugging the stuff along. Together they regulate the cutting to any desired point.

The band saws need no discussion. They are probably the best ever attempted on a cutting floor. At the shoulder saw the sawyer cuts off the foot, and without any exertion it is sent down the chute. The shoulder is then cut in half instantaneously, and away goes the cala to the right and the butt to the left with one movement down the incline to the trimmers.

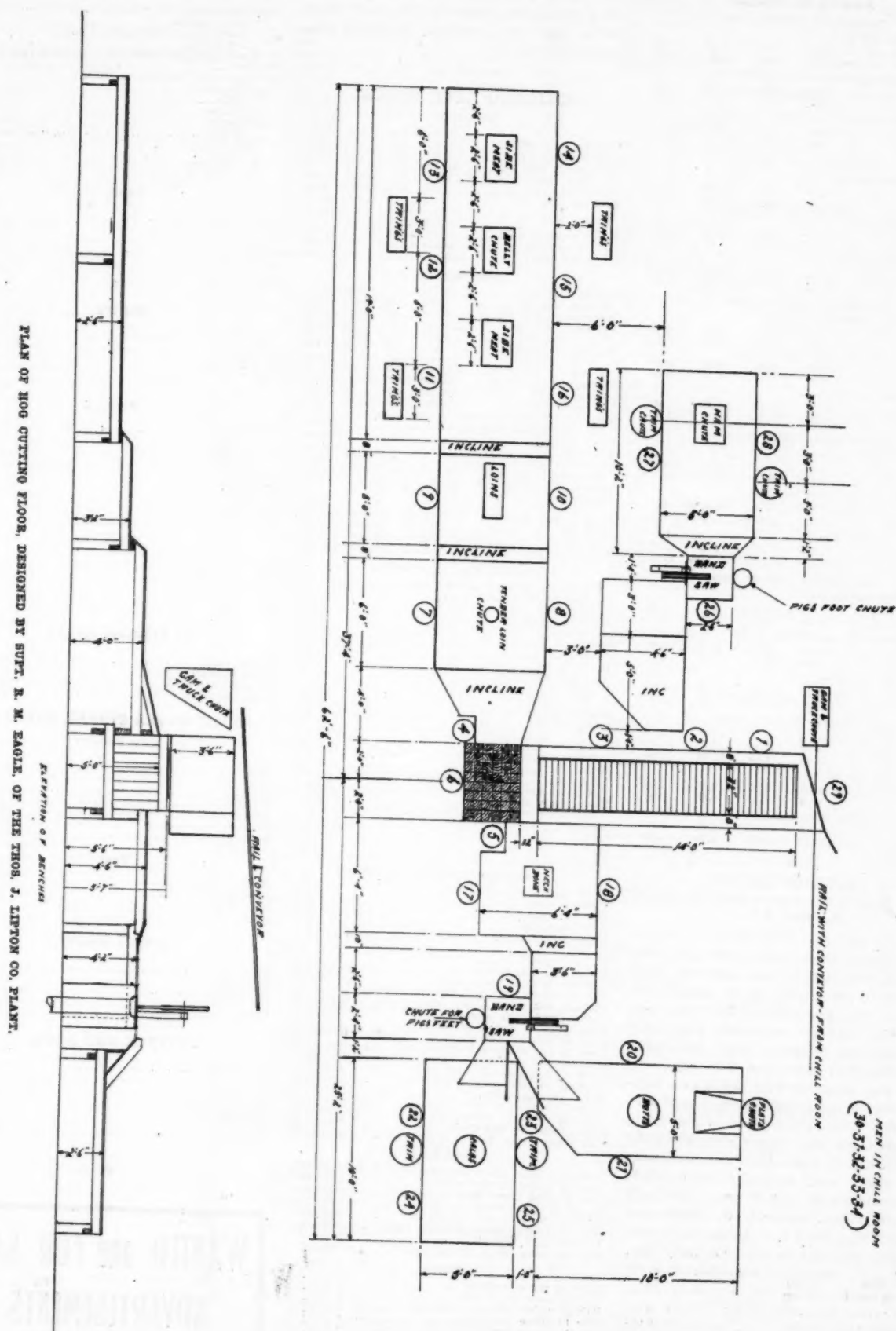
The ham saw requires even less operation. The tenderloin and pork loin chutes can lead anywhere desired. Altogether it would be a hard matter to design a more satisfactory cutting floor.

### "TRADE MARKS AND BRANDS."

"Trade Marks and Brands" is the title of a handsomely printed and very interesting book which comes from the George Ethridge Company, No. 33 Union Square, New York. The book is 11 x 14 in size, with a striking red cover, and is beautifully printed on buff deckle edge paper. It is devoted to an interesting and very important matter—the intrinsic value of a trade-mark as an asset, and the necessity for advertising it and keeping it before the public in every possible way. The book points out the fact that nearly everything is now sold by name and brand, and that the manufacturer who wants to get to the front and stay there must educate the public up to the point where his goods will be asked for by their trade name. The subject is treated exhaustively, and the methods for exploiting trade-marks fully discussed. The Ethridge Company sends it free, but only to manufacturers who write for it on their business stationery.

### UNIONS WOULD BOYCOTT WOMEN.

Because it is claimed that much of the work now done in the Chicago packinghouses by women is "brutalizing and tending to dull the feminine sensibilities," the stockyards labor unions will ask the packers to replace them with men.





CHICAGO PROVISION MARKET  
RANGE OF PRICES

SATURDAY, MAY 21, 1904.

LARD—(Per 100 lbs.)—				
July	6.27	6.30	6.35	6.27
Sept	6.45	6.45	6.40	6.45
RIBS—(Boxed 25c. more than loose)—				
July	6.35	6.35	6.32	6.35
Sept	6.52	6.52	6.47	6.52
PORK—(Per barrel)—				
July	10.95	11.00	10.87	10.95
Sept	11.22	11.22	11.12	11.20

MONDAY, MAY 23, 1904.

LARD—(Per 100 lbs.)—				
July	6.25	6.35	6.22	6.32
Sept	6.42	6.50	6.40	6.50
RIBS—(Boxed 25c. more than loose)—				
July	6.35	6.40	6.30	6.40
Sept	6.50	6.60	6.45	6.57
PORK—(Per barrel)—				
July	10.90	11.10	10.85	11.07
Sept	11.12	11.30	11.10	11.30

TUESDAY, MAY 24, 1904.

LARD—(Per 100 lbs.)—				
July	6.35	6.40	6.30	6.32
Sept	6.52	6.55	6.47	6.47
RIBS—(Boxed 25c. more than loose)—				
July	6.45	6.45	6.37	6.40
Sept	6.60	6.62	6.55	6.57
PORK—(Per barrel)—				
July	11.10	11.15	10.95	11.00
Sept	11.35	11.37	11.17	11.22

WEDNESDAY, MAY 25, 1904.

LARD—(Per 100 lbs.)—				
July	6.35	6.40	6.30	6.32½
September	6.52½	6.55	6.47½	6.47½
RIBS—(Boxed 25c. more than loose)—				
July	6.45	6.45	6.37½	6.40
September	6.60	6.62½	6.55	6.57½
PORK—(Per barrel)—				
July	11.10	11.15	10.95	11.00
September	11.35	11.37½	11.17½	11.22½

THURSDAY, MAY 26, 1904.

LARD—(Per 100 lbs.)—				
July	6.42	6.50	6.42	6.50
Sept	6.60	6.67	6.60	6.67
RIBS—(Boxed 25c. more than loose)—				
July	6.50	6.57	6.50	6.57
Sept	6.65	6.75	6.65	6.75
PORK—(Per barrel)—				
July	11.20	11.40	11.20	11.35
Sept	11.45	11.62	11.45	11.60

FRIDAY, MAY 27, 1904.

LARD—(Per 100 lbs.)—				
July	6.42	6.50	6.42	6.50
Sept	6.60	6.67	6.60	6.67
RIBS—(Boxed 25c. more than loose)—				
July	6.50	6.57	6.50	6.57
Sept	6.65	6.75	6.65	6.75
PORK—(Per barrel)—				
July	11.20	11.40	11.20	11.35
Sept	11.45	11.62	11.45	11.60

## PROVISION LETTER.

(Special Letter to The National Provisioner from C. D. Forsyth &amp; Co.)

Chicago, May 20.—We quote to-day's market as follows: Green hams, 10@12 ave., nominally 9¼@9½; 12@14 ave., nominally 9¼@9½; 14@16 ave., nominally 9; 18@20 ave., nominally 9½; green picnics, 5@6 ave., nominally 6½; 6@8 ave., nominally 6½; 8@10 ave., nominally 6½@6¾; 10@12 ave., nominally 6½@6¾; green New York shoulders, 10@12 ave., nominally 5½; 12@14 ave., nominally 5½; green skinned hams, 18@20 ave., nominally 10½; green clear bellies, 8@10 ave., nominally 9¼; 10@12 ave., nominally 8¾; No. 1 S. P. hams, 8@10 ave., nominally 9½; 10@12 ave., nominally 9½; 12@14 ave., nominally 9; 14@16 ave., nominally 8¾; 16@18 ave., nominally 9; 18@20 ave., nominally 9½; No. 2 S. P. hams, 10@12 ave., nominally 8¾; 12@14 ave., nominally 8½; 14@16 ave., nominally 8½; No. 1 S. P. skinned hams, 16@18 ave., nominally 10½; 18@20 ave., nominally 10½; 20@22 ave., nominally 10½; 22@24 ave., nominally 9½; 24@26 ave., nominally 9½; 25@30 ave., nominally 9; No. 1 S. P. picnics, 5@6 ave., nominally 6½; 6@8 ave., nominally 6½; 7@9 ave., nominally 6½; 8@10 ave., nominally

6½; 10@12 ave., nominally 6½; No. 1 S. P. New York shoulders, 8@10 ave., nominally 6½; 10@12 ave., nominally 6½; S. P. clear bellies, 8@10 ave., nominally 9; 10@12 ave., nominally 8½.

## CHICAGO LIVE STOCK.

## RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, May 16	26,273	519	39,217	17,081
Tuesday, May 17	2,298	4,301	14,473	13,214
Wednesday, May 18	17,850	1,333	21,039	17,113
Thursday, May 19	5,010	1,123	25,324	11,468
Friday, May 20	1,495	436	19,356	6,308
Saturday, May 21	350	15	17,000	4,900
Totals	53,076	7,627	136,400	60,184
Totals previous week	51,438	9,205	116,869	56,842
Cor. week 1903	65,479	9,928	150,481	58,867
Cor. week 1902	49,111	7,037	168,433	78,723

## SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, May 16	5,575	27	10,039	1,861
Tuesday, May 17	4,069	5	4,378	2,904
Wednesday, May 18	6,105	64	6,317	2,412
Thursday, May 19	4,498	85	6,178	2,346
Friday, May 20	1,585	84	6,405	1,202
Saturday, May 21	200	10	3,000	1,000

Totals	22,632	275	36,407	12,725
Totals previous week	24,280	149	28,191	8,870
Cor. week 1903	23,223	209	7,693	3,310
Cor. week 1902	10,207	267	23,024	7,958
Combined receipts of hogs at eleven markets for week ending May 21, 1904.				
Week ago	478,000			
Year ago	394,000			
Two years ago	438,000			
Receipts at six points, viz.: Chicago, Kansas City, Omaha, St. Louis, St. Joseph and Sioux City, as follows:				
Week ending May 21	117,300	376,700	138,100	
Week ago	120,700	297,200	129,800	
Year ago	133,500	342,100	125,200	
Two years ago	102,200	327,600	125,000	

## CHICAGO HOG SLAUGHTER.

Chicago packers slaughtered hogs during week ending May 21, 1904, as follows:	
Armour & Co.	24,000
Anglo-American	9,500
Continental	3,400
Swift and Company	17,500
Hammond Co.	3,400
Morris & Co.	9,900
Boyd-Lunham Co.	6,600
S. and S.	6,700
H. Boone & Co.	5,500
Roberts & Oakie	2,700
Other packers	15,500

Total	108,000
Left over	300
Week ago	94,700
Year ago	149,800
Two years ago	143,400
Three years ago	162,800
Estimated receipts of live stock for week ending May 28:	
Cattle	58,000
Hogs	125,000
Sheep	65,000

## AVERAGE PRICE OF HOGS.

Week ending May 21, 1904	\$4.80
Previous week	5.00
One year ago	6.90
Two years ago	7.00
Three years ago	5.75

## CATTLE.

Choice to prime heaves	\$5.55@5.80
Common to good heavy steers	5.15@5.50
Fair to good export and shipping steers	4.75@5.25
Medium beef steers	4.25@4.85
Inferior and plain steers	3.65@4.15
Good to fancy cows and heifers	4.20@4.80
Good to choice feeders	3.65@4.65
Poor to fair stockers and feeders	2.40@3.00
Fair to good cows and heifers	3.25@4.15
Good cutting and fair beef cows	2.60@3.20
Common to good culling cows	1.60@2.50
Bulls, poor to choice	1.90@4.15
Calves, common to fair	2.25@3.75
Corn-fed Western steers	4.00@5.35
Texas bulls and thin steers	2.50@3.80
Fed Texas steers, fair to choice	3.50@4.60

## HOGS.

Choice to fancy heavy shipping	\$4.60@4.67½
Good to choice butcher weights	4.55@4.65
Fair to good heavy packing	4.45@4.60
Rough to choice heavy mixed	4.40@4.55
Assorted to light, 150 to 180 lbs.	4.45@4.60
Good to choice, 100 to 200 lbs, light	4.45@4.60
Inferior light, mixed	4.35@4.55
Poor to choice, 60 to 135-lb. pigs	3.70@4.80

## SHEEP.

Good to prime wethers	\$5.25@5.75
Fair to good mixed lots	4.75@5.25
Fair to prime Western wethers	5.15@5.75
Fair to prime yearlings	4.90@5.75
Fair to fancy ewes	4.60@5.70
Plain to good feeding stock	3.25@4.00
Culls and tail-end stock	2.50@3.00
Native lambs, poor to fair	3.75@5.50
Lambs, good to prime	5.75@6.70
Colorado-Mexican lambs in fleece	6.40@7.30
Spring lambs	5.00@8.00

## RETAIL FRESH MEATS.

## Beef.

Native Rib Roasts	14
" Sirloin Steaks	16
" Porterhouse Steaks	18
" Pot Roasts	9
Rib Roasts from light cattle	13
Beef Stew	6
Boneless Corned Briskets	7
Corned Rumps	7
" Ribs	6
" Flanks	6
Round Steaks	10
" Roasts	10
Shoulder Steaks	10
" Roasts	9
" Neck End	6

## Lamb.

Hind Quarters	14
Fore "	10
Legs	15
Breasts	7
Shoulders	10
Ribs	14
Loins	16

## Mutton.

Legs	11½
Breasts	6
Shoulders	10
Hind Quarters	11
Fore "	9

## Pork.

Pork Loins	9½
" Chops	10
" Tenderloins	23
" Butts	8
Spare Ribs	7
Blades	6
Knuckles	5
Pigs Heads	4
Leaf Lard	7½

## Veal.

Hind Quarters	8
Fore "	5
Legs	10
Breasts	5
Shoulders	8

## BUTCHERS' OFFAL.

Tallow	3½c.
Mixed Bone and Tallow	2½ per lb.
Calfskins 8 to 15 lb.	10c. @ 11½
Calfskins, under 8 lb.	60c. each

## SOUTH WATER STREET MARKETS.

## Live Poultry.

Turkeys	11 @ 11
Chickens	12 @ 12½
Hens	12
Roosters	7 @ 7½
Springs	13 @ 13½
Ducks	12 @ 12½
Geese	8½ @ 9

## Veal.

Choice	8 @ 8½
Medium	6 @ 7
Small	5 @ 5½
Coarse	4½

## Dressed Poultry.

Turkeys	13 @ 16
Chickens	13
Springs	14
Ducks	13 @ 14
Geese	9½ @ 10½

## BUTTER AND EGGS.

Best Butter	19 @ 20
No. 1 "	18 @
No. 2 "	15
No. 3 "	13½
Best Eggs	17
No. 1 "	16½
No. 2 "	14½

WANTED and FOR SALE  
ADVERTISEMENTS  
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## MARKET PRICES

## CHICAGO.

## WHOLESALE FRESH MEATS.

## Beef.

Western Cows.....	7 @ 7 1/4
Native Cows.....	7 1/4 @ 8
Western Steers.....	8 @ 8 1/4
Good Native Steers.....	8 1/4 @ 9
Native Steers, Medium.....	8 @ 8 1/4
Heifers, Good.....	7 1/4 @ 8
Heifers, Medium.....	7 @ 7 1/4
Hindquarters.....	1 1/4c. over straight Beef
Forequarters.....	1 1/4c. under

## Beef Cuts.

Steer Chucks.....	6
Cow Chucks.....	5 @ 5 1/4
Boneless Chucks.....	6
Medium Plates.....	3 1/4
Steer Plates.....	4
Cow Rounds.....	6 1/4 @ 7
Steer Rounds.....	7 1/4 @ 8
Cow Loins, Common.....	9 @ 10
Cow Loins, Medium.....	10 @ 11
Cow Loins, Good.....	11 @ 12
Steer Loins, Light.....	12 @ 13
Steer Loins, Heavy.....	13 @ 14
Beef Tenderloins, No. 1.....	22
Beef Tenderloins, No. 2.....	20
Strip Loins.....	8
Serolin Butts.....	10
Shoulder Clods.....	6 1/4
Rolls.....	11
Rump Butts.....	6
Trimnings.....	5
Shank.....	3 1/4
Cow Ribs, heavy.....	9 @ 10
Cow Ribs, Common Light.....	7
Steer Ribs, Light.....	10 @ 11
Steer Ribs, Heavy.....	11 @ 12
Loin Ends.....	11

## Beef Offal.

Livers.....	3 1/4
Hearts.....	3
Tongues.....	11 1/4
Sweetbreads.....	20
Ox Tails.....	4

## Veal.

Heavy Carcass Veal.....	7 @ 7 1/4
Light Carcass.....	7 @ 7 1/4
Medium Carcass.....	7 1/4 @ 8
Good Carcass.....	8 1/4 @ 9
Medium Saddles.....	10 @ 11
Good Saddles.....	10 @ 11
Medium Racks.....	5
Good Racks.....	6

## Veal Offal.

Breasts.....	4
Sweetbreads.....	40
Hearts.....	5
Livers.....	7
Plucks.....	30

## Lambs.

Medium Caul.....	@
Good Caul.....	@ 10 1/4
Springfield Lambs.....	@ 10 1/4
Round Dressed Lambs.....	@ 11 1/4
Saddles Springfield.....	@ 13
R. D. Lamb Saddles.....	14 1/4 @
Caul Lamb Racks.....	6 1/4 @
Springfield Lamb Racks.....	6 1/4 @
R. D. Lamb Racks.....	6 1/4 @
Lamb Fries, per pair.....	5

## Mutton.

Medium Sheep.....	1 @
Good Sheep.....	9 1/4 @ 10
Medium Saddles.....	11 @ 11 1/4
Good Saddles.....	11 1/4 @ 12
Medium Racks.....	5 @ 7
Good Racks.....	7 @ 7 1/4
Mutton Legs.....	5
Mutton Stew.....	5

## Fresh Pork, Etc.

Pork Loins.....	7 1/4 @
Leaf Lard.....	6 @
Tenderloins.....	16 @
Spare Ribs.....	4 1/4 @ 5
Butts.....	6 @
Hocks.....	@ 4 1/4
Trimnings.....	@ 4
Tails.....	@ 3
Snouts.....	@ 7
Pigs' Feet.....	2 1/4 @
Pigs' Heads.....	3 1/4 @
Knuckles.....	2 1/4 @
Blade Bones.....	4 1/4 @
Cheek Meat.....	3 1/4 @
Hog Flucks.....	3 @
Neck Bones.....	1 1/4 @
Skinned Shoulders.....	6 1/4 @
Pork Hearts.....	1 1/4 @
" Kidneys.....	1 1/4 @
" Tongues.....	10 @
Slip Bones.....	3 1/4 @ 4
Tail.....	2 1/4 @
Back.....	1 1/4 @

## Dry Sausage.

Packed in 25-lb. boxes, 1/4c. per lb. extra.	
Extra Fine Cervelat.....	19 1/4
Choice H. C. ....	17 1/4
Fine H. C. ....	16 1/4

Special H. C. Cervelat.....	11 1/4
Special B. C. ....	11 1/4
Western H. C. ....	9
Western B. C. ....	9
Rotenburg.....	12 1/4
Milanese Salami in Hog Casings.....	20 1/4
Choice H. C. Milano Salami.....	19 1/4
Choice B. C. German.....	16 1/4
Fine B. C. ....	15 1/4
Special B. C. ....	14
Excelsior B. C. ....	12
Choice H. C. Arles.....	18 1/4
Choice B. C. ....	17 1/4
Fine B. C. ....	16 1/4
Choice Arles Frisses.....	17 1/4
Mortadella.....	17 1/4
Landjaeger.....	17 1/4
Holsteiner.....	10 1/4
Farmer.....	11 1/4
Coppa.....	17 1/4
Lyons.....	27

## Fresh Sausage, Etc.

Breakfast Sausage, 1-lb. cartons.....	13
Fork Link, large No. 1.....	6
Pigmy Sausage.....	6 1/4
Sausage Meat No. 1.....	6
Pork Link, large No. 2.....	5 1/4
Sausage Meat, No. 2.....	5 1/4
Frankfurts.....	6
Special Frankfurts.....	7
Vienna Frankfurts, 10-lb. cartons.....	7 1/4
Polish.....	6
Knobloch, or Garlic Sausage.....	6
Head Cheese.....	4 1/4
Blood Sausage.....	4 1/4
Liver Sausage.....	4 1/4
Leona.....	6
Bologna in Weasands.....	6
Bologna in Cloth Bags (paraffined).....	6
Ham Bologna in Paraffine.....	6 1/4
Bologna, long, round or large.....	5
Veal Ham.....	6 1/4
Minced Ham in Bladders (cooked).....	7 1/4
Berlin Ham (cooked).....	7
Prepared Ham in Cloth Sacks (cooked).....	8
New Eng. and Ham in Cloth (cooked).....	10
Boneless Ham.....	8 1/4
Tongue, white.....	7 1/4
Tongue, blood.....	7 1/4
Boneless Higs Feet.....	5 1/4
Luncheon Beef.....	5 1/4
Fresh Pigs Feet.....	3
Smoked Loin Roll.....	17 1/4
Regular Boiled Hams.....	15
Smoked Boiled Hams.....	15 1/4
Boiled Picnics.....	11

	Bria.	Half	Qtr.	Kits
Spiced Pigs Feet.....	7.00	3.60	1.80	.70
Pickled Plain Tripe.....	3.50	1.70	.90	.45
Pickled H. C. Tripe.....	5.50	2.65	1.50	.70
Fr. H. C. Tripe.....	9.00	4.25	2.25	.95
Pickled Ox Lips.....	11.50	4.75	2.50	1.05
Pickled Pigs Snouts.....	11.50	4.75	2.50	1.05

## Wholesale Smoked Meats.

Hams, 12 lbs. average.....	11 1/4
" 14 ".....	11 1/4
" 16 ".....	11
Skinned Hams.....	11 1/4
Cauls, 6/7 lbs. average.....	7 1/4
" 8/12 ".....	7 1/4
Breakfast Bacon, fancy.....	14 1/4
Wife, 8/10 average, an.....	10 1/4
" 10/12 ".....	5/6 " 10 1/4
" 12/14 ".....	6/7 " 10 1/4
Dried Beef Sets.....	12
" Insides.....	13 1/4
" Knuckles.....	12 1/4
Outsides.....	11
Regular Boiled Hams.....	15
Smoked.....	15 1/4
Boiled Picnic Hams.....	11
Cooked Loin Rolls.....	17 1/4

## BARRELED BEEF AND PORK.

	Per bbl
Extra Plate Beef.....	9.00
Plate Beef.....	8.50
Extra Mess Beef.....	8.50
Prime Mess Beef.....	9.00
Beef Hams.....	18.25 @ 18.50
Rump Butts.....	9.00
Mess Pork (repacked).....	12.50 @
Clear Fat Backs.....	12.50 @
Family Back Pork.....	13.50
Bean Pork.....	10.50

## Dry Salt Meats.

Clear Bellies, 14/16 average.....	7.45
Rib Bellies.....	7.32 1/2
Fat Backs.....	5.80
Regular Plates.....	5.67 1/2
Short Cuts.....	

## CORNED, BOILED AND ROAST BEEF.

	Per doz.
1 D. 2 doz. to case.....	\$1.25
2 D. 1 doz. to case.....	2.30
1 D. 1 doz. to case.....	4.85
6 D. 1 doz. to case.....	8.00
1 D. 14 doz. to case.....	18.00

## EXTRACT OF BEEF.

	Per doz.
1 oz. jars 1 dozen in box.....	\$2.25
2 oz. jars 1 dozen in box.....	3.50
4 oz. jars 1 dozen in box.....	6.50
8 oz. jars 1/2 dozen in box.....	11.00
16 oz. jars 1/4 dozen in box.....	22.00
2, 5 and 10 D. tins.....	\$1.75 per D.

## LARD.

Pure leaf, kettle rendered, per D. tes.....	8 1/4
Lard substitute, tes.....	6 1/4
Lard compound.....	5 1/4
Barrels.....	3 1/4c. over tes.
Half barrels.....	3 1/4c. over tes.
Tubs, from 10 to 80 D.....	3 1/4c. to 1c. over tes.
Cooking Oil, per gal.....	40c

## BUTTERINE.

## F. O. B. CHICAGO.

No. 1, natural color.....	@ 10
No. 2, ".....	@ 11 1/4
No. 3, ".....	@ 12
No. 4, ".....	@ 13
No. 5, ".....	@ 14
No. 6, ".....	@ 15

## SAUSAGE CASINGS.

Beef round, set of 100 ft.....	13 1/4 @ 14
Beef middles, set of 57 ft.....	8 1/4 @ 8 1/2
Beef bungs, each.....	24 1/2 @ 25
Hog casings, per D salt.....	5 @ 5 1/2
Hog bungs exports.....	5 @ 5 1/2
" " medium, each.....	5 @ 5 1/2
" " small, each.....	5 @ 5 1/2
Sheep casings, per bundle.....	60 @ 65
Imported, medium to wide.....	50 @ 55

## FERTILIZERS.

Dried blood, per unit.....	@ 2.45
Hof meal, per unit.....	@ 2.25
Concent. tank, 15 to 16 per unit.....	@ 2.15
Ground tank, 10 to 115 per unit.....	2.15 @ 10c.
Unground tank, 10 to 115 per unit.....	2.07 1/4 @ 10c.
Unground tank, 9 and 30, ton.....	21.00
Unground tank, 6 and 30, ton.....	14.50
Ground raw bone, per ton.....	25.00
Ground steam bone, per ton.....	17.50

## HORNS, HOOFS AND BONES.

Horns, No. 1, 65 to 70 lb, avg. ton.....	\$275.00
Horns, black, per ton.....	25.00
Horns, striped, per ton.....	30.00
Horns, white, per ton.....	45.00
Round shin Bones, 38 to 40 lb, avg. ton.....	40.00
Round Shin Bones, 50 to 52 lb, avg. ton.....	60.00
Long Thigh Bones, 90 to 95 lb, avg. ton.....	90.00

## LARDS.

Prime steam, cash.....	@ 6.30
Prime steam, loose.....	5.75
Neutral.....	@ 6 1/4
Compound.....	@ 5 1/4

## STEARINES.

Oleo.....	5 1/4 @ 6
Lard.....	7 @
Grease, W.....	4 1/4 @ 5
Grease, B.....	4 1/4 @
Grease, Y.....	4 @ 4 1/4
Tallow.....	4 1/4 @ 5

## OILS.

Lard Oil, extra winter strained tes.....	50 @ 50
Lard Oil, No. 1.....	39 @ 40
Lard Oil, No. 2.....	37 @ 38
Oleo Oil, extra.....	7 @ 7 1/4
Oleo Oil No. 2.....	6 1/4 @
Neatfoot Oil, pure tes.....	65 @ 68
Tallow.....	47 @ 49

## TALLOW.

Packers' prime.....	4 1/2 @ 4 1/4
No. 2.....	3 1/2 @ 3 1/4
Edible.....	4 1/4 @ 5
City renderers.....	4 @

## GREASE.

Brown.....	3 @ 3 1/4
Yellow.....	3 1/4 @ 3 1/2
White, A.....	4 1/4 @ 4 1/2
Bone.....	3 1/4 @ 3 1/2
House.....	@ 3 1/2
White "B".....	4 @ 4 1/4

## CURING MATERIALS.

Refined saltpetre.....	4 1/4 @ 5 1/4
Boracic acid, crystal to powdered.....	10 1/4 @ 11
Borax.....	7 1/4 @ 8
Sugar.....	
Pure, open kettle.....	3 1/4
White, clarified.....	4 1/4
Plantation, granulated.....	4 1/4
Yellow, clarified.....	4 1/4
Salt.....	
Ashton, in bags, 224 D.....	\$2.75
Eng. packing, in bags, 224 D.....	1.45
Michigan, medium, car lots, per ton.....	3.00
Michigan, granulated, car lots, per ton.....	2.05
Casing salt, bbls., 250 D., 2X and 3X.....	0.95

## COOPERAGE.

Tierces.....	@ 1.35
Barrels, Oak.....	@ 1.00
" Ash.....	@ 0.95

## COTTONSEED OILS.

P. S. Y., in tanks.....	@ 28
Prime Crude, in tanks.....	@ 24
Butteroli, in lbs.....	@ 30 1/2



## NEW YORK CITY

## LIVE CATTLE.

Good to choice native steers.....	\$5.25 @ \$5.70
Good to choice native steers a year ago.....	4.90 @ 5.30
Medium to fair native steers.....	4.70 @ 5.20
Poor to ordinary native steers.....	3.75 @ 4.00
Oxen and stags.....	2.75 @ 4.85
Bulls and dry cows.....	3.00 @ 4.50

## LIVE CALVES.

Live veal calves, a few selected.....	160 lb @ 6 1/4
Live veal calves, good to prime.....	160 lb @ 5 3/4 @ 6 1/4

## LIVE HOGS.

Hogs heavy weights (per 100 lbs.).....	5.30 @ 5.25
Hogs, medium.....	5.20 @ 5.25
Hogs, light to medium.....	5.20 @ 5.25
Pigs.....	5.25 @ 5.25
Bought.....	1.30 @ 4.25

## LIVE SHEEP AND LAMBS.

Spring lambs, selected.....	per lb 8 1/4 to 9c
Spring lambs, good to choice.....	per lb 8 1/4
Spring lambs, culls.....	6
Sheep, selected.....	per 100 lb 5 1/4
Sheep, medium to good.....	per 100 lb 5
Sheep, culls.....	per 100 lb 4
Clip lambs.....	7.40
Medium.....	6 1/4
Clip sheep.....	5 1/4
Medium.....	4 1/4

## DRESSED BEEF.

## CITY DRESSED.

Choice native, heavy.....	8 @ 8 1/4
Choice native, light.....	8 @ 8 1/4
Common to fair, native.....	7 @ 7 3/4

## WESTERN DRESSED BEEF.

Choice native, heavy.....	7 3/4 @ 7 3/4
Choice native, light.....	7 3/4 @ 7 3/4
Native, com. to fair.....	7 @ 7 1/4
Choice Western, heavy.....	7 3/4 @ 7 3/4
Choice Western, light.....	7 @ 7 3/4
Common to fair, Texan.....	6 1/4 @ 6 3/4
Good to choice heifers.....	7 1/4 @ 7 3/4
Common to fair heifers.....	6 3/4 @ 7
Choice cows.....	7 @ 7 1/4
Common to fair cows.....	5 1/4 @ 6
Good to choice oxen and stags.....	6 3/4 @ 7
Common to fair oxen and stags.....	5 1/4 @ 6
Fleshy Botoma bulls.....	5 @ 5 1/4
Fresh pork loins, Western.....	9 @ 11

## DRESSED CALVES.

Veals, city dressed, prime, per lb.....	10 1/4 @ 11 1/4
Veals, good to choice, per lb.....	10 @ 11 1/4
Calves, country dressed, prime, per lb.....	9 @ 10
Calves, country dressed, fair to good.....	7 @ 9
Calves, country dressed, common.....	6 @ 7 1/4

## DRESSED HOGS.

Pigs.....	@ 7 1/4
Hogs, heavy.....	@ 6 1/4
Hogs, 160 lb.....	@ 6 1/4
Hogs, 180 lb.....	6 1/4 @ 6 1/4
Hogs, 140 lb.....	@ 6 1/4

## DRESSED SHEEP AND LAMBS.

Spring lambs, choice.....	per lb 14 @ 15
Spring lambs, good.....	@ 14
Spring lambs, culls.....	@ 13
Sheep, choice.....	@ 10 1/4
Sheep, medium to good.....	@ 10
Sheep, culls.....	@ 9

## PROVISIONS.

## (Jobbing Trade)

Smoked hams, 10 lb average.....	@ 11
Smoked hams, 12 to 14 lb average.....	@ 10 1/4
Smoked hams, heavy.....	@ 10 1/4
California hams, smoked, light.....	@ 8
California hams, smoked, heavy.....	@ 8
Smoked bacon, boned.....	@ 10 1/4
Smoked bacon (rib in).....	@ 10
Dried beef, salt.....	@ 13
Smoked beef tongue, per lb.....	@ 14
Smoked shoulders.....	@ 7 1/4
Pickled bellies, heavy.....	@ 7 1/4

## BONES, HOOFS, HAIR AND HORNS.

Round shin bones, av. 50-60 lb cut, per 100 bones, per 2,000 lb.....	\$55.00
Flat shin bones, av. 40-45 lb cut, per 100 bones, per 2,000 lb.....	40.00
Thigh bones, av. 90-95 lb cut, per 100 bones, per 2,000 lb.....	75.00
Horns.....	15.00
Horns, 7 1/2 oz. and over, steers, first quality.....	270 @ 280

## BUTCHERS' SUNDRIES.

Fresh steer tongues.....	50c to 75c a piece
Fresh cow tongues.....	35c to 50c a piece
Calves' head, scalded.....	30c to 40c a piece
Sweet breads, veal.....	25c to 75c a pair
Calves' liver.....	15c to 18c a lb
Beef kidneys.....	25c to 50c a piece
Mutton kidneys.....	7c to 12c a piece
Livers, beef.....	1 1/2 to 2 1/2 a piece
Oxtails.....	4c to 6c a lb
Hearts, beef.....	5c to 7c a piece
Rolls, beef.....	10c to 12c a piece
Tenderloin, beef, Western.....	10c to 12c a lb
Lambs' fries.....	15c to 25c a lb
Fresh pork loins, city.....	9c to 10c a pair
Fresh pork loins, Western.....	10 1/4 @ 11
Fresh pork loins, Western.....	9 @ 10

## BUTCHERS' FAT.

Ordinary shop fat.....	2 @ 3
Suet, fresh and heavy.....	3 @ 5
Shop bones, per cwt.....	@ 25

## PICKLED SHEEPSKINS.

XXX sheep, per dozen.....	@ 5.75
XX sheep, per dozen.....	@ 4.50
X sheep, per dozen.....	@ 3.75
Blank Ribby sheep.....	@ 3.75
Sheep, ribby.....	@ 4.50
XX lambs, per dozen.....	@ 3.12 1/2
X lambs, per dozen.....	@ 2.50
No. 1 lambs, per dozen.....	@ 3.00
No. 2 lambs, per dozen.....	@ 2.00
Culls, lambs.....	@ 75

## SAUSAGE CASINGS.

Sheep, imp., wide, per bundle.....	80
Sheep, imp., wide, per keg, 50 bundles.....	\$40.00
Sheep, imp., medium, per bundle.....	60
Sheep, imp., per bundle, narrow.....	44
Sheep, imp., Russian Rings.....	12
Hog, American, in tes. or bbla., per lb, F.O.B.....	12
Hog, American, kegs, per lb, F.O.B.....	13
Beef, rounds, per set, f. o. b. Chicago.....	12
Beef, rounds, per set, f. o. b. N. Y.....	13
Beef, rounds, per lb.....	2
Beef, buns, pieces, f. o. b. N. Y.....	3
Beef, buns, per lb.....	5
Beef, middles, per set, f. o. b. Chicago.....	35
Beef, middles, per set, f. o. b. N. Y.....	37
Beef, middles, per lb.....	@ 6 1/4
Beef, wassanda, per 1,000, No. 1's.....	@ 3
Beef, wassanda, per 1,000, No. 2's.....	3 1/4 @ 3

## SPICES.

	Whole.	Ground
Pepper, Sing., white.....	21	22
Pepper, Sing., black.....	13 1/4	14 1/4
Pepper, Penang, white.....	21	22
Pepper, red, Zanzibar.....	18	19
Pepper, shot.....	15	16
Allspice.....	07 1/4	10
Coriander.....	06 1/4	07
Cloves.....	18	20
Mace.....	55	60

## SALTPETRE.

Crude.....	3 1/4 @ 3 1/4
Refined—Granulated.....	4 1/4 @ 4 1/4
Crystals.....	4 1/4 @ 5 1/4
Powdered.....	4 1/4 @ 5

## THE GLUE MARKET.

A extra.....	21
I extra.....	17
I.....	16
IX moulding.....	15
IX.....	14 1/4
IX.....	14
IX.....	14
IX.....	12
IX.....	11
IX.....	10
IX.....	10
IX.....	9
IX.....	8

## GREEN CALFSKINS.

No. 1 calfskins.....	per lb .14
No. 1 calfskins, butter milk.....	.12
No. 1 calfskins, 12-14.....	each 1.50
No. 2 calfskins, butter milk.....	.10
No. 2 calfskins, 12 1/2-14 lb.....	piece 1.80
No. 1 grammers.....	per lb .12
No. 2 grammers.....	per lb .09

No. 1 heavy kips, 18 lb and up.....	piece 1.90
Ticky kips, 18 lb and up.....	piece 1.40
No. 2 heavy kips, 18 lb and up.....	piece 1.85
No. 1 kips, 14-18 lb.....	piece 1.70
No. 2 kips, 14-18 lb.....	piece 1.50
No. 1 grass kips.....	piece 1.50
No. 2 grass kips.....	piece 1.35
Ticky kips.....	piece 1.00
Branded heavy kips.....	piece 1.10
Branded kips.....	piece .90
Branded skins.....	piece .50

## DRESSED POULTRY.

## FRESH KILLED—ICED.

Turkeys—West'n, young hens, average run.....	15 @ 16
West'n, young toms, average run.....	15 @ 16
Old hens and toms.....	15 @ 15 1/4
Common.....	12 @ 14
Broilers—Phila., 3 lbs. and under to pair, fancy, per lb.....	45 @ 50
Phila., 3 1/4 to 4 lbs. to pair, per lb.....	35 @ 40
Pa., 3 to 4 lbs. to pair, fancy, per lb.....	30 @ 40
Chickens—Western, average run.....	12 @ 13
Fowls—Ohio & Mich., scalded, small.....	12 @ 13
West'n, dry-picked, av'ge run, small.....	12 @ 13
West'n, scalded, av'ge run, small.....	12 @ 13
Western, heavy.....	12 1/4 @ 13 1/4
Old Cocks, per lb.....	9 1/4 @ 10
Squabs Prime, large, white, per dozen.....	22.50
Mixed, per dozen.....	24.25
Dark, per dozen.....	21.50

## FROZEN.

Turkeys—Hens, No. 1.....	@ 19
Toms, No. 1.....	19 1/4 @ 20
Capots, per lb.....	18 @ 20
Broilers—Dry-picked.....	19 @ 20
Scalded.....	16 @ 18
Chickens—Roasting, soft meat, fancy.....	17 @ 18
Average No. 1.....	14 @ 15
No. 2.....	11 @ 12
Fowls—No. 1.....	@ 13
Ducks—No. 1.....	@ 15
Geese—No. 1.....	@ 12

## LIVE POULTRY.

Spring chickens, nearby, per pair.....	80 @ 100
Fowls, per lb.....	@ 9
Roosters, per lb.....	@ 9
Turkeys, per lb.....	@ 12
Ducks, average, Western, per pair.....	80 @ 90
Geese, Western, per pair.....	1.00 @ 1.25
Live Pigeons, per pair.....	35 @ 40

## FERTILIZER MARKETS.

## BASIS, NEW YORK DELIVERY.

Bone meal, steamed, per ton.....	\$22.00 @ 23.00
Bone meal, raw, per ton.....	25.00 @ 25.50
Nitrate of soda—future.....	2.12 1/2 @ 2.15
Nitrate of soda.....	2.25 @ 2.30
Bone black, spot, per ton.....	13.50 ch
Dried blood, N. Y., 12-13 per cent. ammonia.....	2.55 @ 2.60
Dried blood, West, high grade, fine ground, c. f., N. Y.....	2.75 @ 2.80
Tankage, 9 and 20 p. c., f. o. b. Chicago.....	21.00 @ 22.00
Tankage, 8 and 20 p. c., f. o. b. Chicago.....	18.00 @ 19.00
Tankage, 7 and 20 p. c., f. o. b. Chicago.....	15.00 @ 16.00
Tankage, 6 and 20 p. c., f. o. b. Chicago.....	15.00 @ 16.00
Garbage tankage, f. o. b. New York.....	8.00 @ 9.00
Fish scrap, dried, 11 p. c. ammonia and 15 p. c. bone phosphate.....	20.00 @ 20.00
Wet, acidulated, 6 p. c. ammonia, per ton.....	14.00 @ 15.00
Asotone, per unit, del. New York.....	2.80 @ 2.85
Sulphate ammonia gas, for shipment, per 100 lbs.....	3.10 @ 3.15
Sulphate ammonia gas, per 100 lbs., spot.....	@ 3.20
Sulphate ammonia bone, per 100 lbs.....	3.05 @ 3.10
No. Carolina phosphate rock, ground, per 2,000 lbs., f. o. b. Charleston.....	6.50 @ 7.75
No. Carolina phosphate rock, undried, f. o. b. Ashley River, per 2,400 lbs.....	3.50 @ 3.75
The same, dried.....	3.75 @ 4.00

## POTASHES, ACCORDING TO QUANTITY.

Kainit, shipment, per 2240 lbs.....	\$8.95 @ 9.50
Kainit, ex-store, in bulk.....	9.00 @ 10.00
Kieserit, future shipment.....	7.00 @ 7.25
Muriate potash, 50 p. c., ex-store.....	1.50 @ 1.95
Muriate potash, 50 p. c., future shipment.....	1.90 @ 1.90
Double manure salt (45 @ 45 p. c., less than 2 1/2 p. c. chloride), to arrive, per lb. (basis 45 p. c.).....	1.00 @ 1.15
Sulphate potash, to arrive (basis 90 p. c.).....	2.00 @ 2.20
Sylvinit, 34 to 36 p. c., per unit, S. F.....	.30 @ .40



## LIVE STOCK REVIEWS

## CHICAGO

(Special to The National Provisioner from the Bowles Commission Company.)

**CATTLE.**—Receipts of cattle the first three days this week, 48,824, being about 2,600 more than the same period last week. Estimated receipts Monday, 22,238; Tuesday, 2,586, and Wednesday, 24,000. The supply at the opening of the week was smaller than expected, and following the light receipts at the close of last week, buyers had liberal orders. Shippers and exporters bought freely, and the market was brisk from the opening and the supply was not sufficient to fill the orders. Best cattle sold at \$5.75 for 48 head of Angus steers av. 1,290 lbs. Quite a number of choice cattle sold from \$5.45 to \$5.70, and a long list of good steers from \$5.25 to \$5.40. Fully half of the receipts sold above \$5.00, and only thin, light steers under \$4.50. Prices were 20 to 30c. higher than a week ago, and about 35c. higher than a year ago. Cows and heifers shared the advance. Best cows in carload lots at \$4.45. A few choice cows and heifers in small lots brought \$4.55. Best heifers to-day, \$4.95. Bulk of the good fat cows and heifers, \$3.50 to \$4.00. Cannors and cutters, \$1.50 to \$3.00—largely around \$2.75. Stockers and feeders are high, with best heavy feeders selling up to \$4.85. Fair to good, \$4.00 to \$4.60. Good to choice light sters, \$3.75 to \$4.50. Common, \$3.00 to \$3.50. Bulls active and strong. Export bulls, \$3.75 to \$4.25. Bolognas, \$2.90 to \$3.30. Common light, \$2.25 to \$2.75. Best veal calves, \$6.00. Bulk, \$4.50 to \$5.50. Common, \$3.25 to \$4.25. Heavy, \$2.50 to \$3.50. The future outlook of the cattle market is quite satisfactory to the producer.

**HOGS.**—Receipts of hogs the first three days this week, 92,098, showing an increase of 17,369 over the same period last week. Estimated receipts Monday, 45,270; Tuesday, 16,828, and to-day, 30,000. The market has shown a slight fluctuation and an undertone to weakness. The market to-day opened steady, with best hogs at \$4.67½, but weakened later and closing quotations were 5c. lower. We believe that the recent break in the market has about spent its force, as any material weakness in the market is quickly followed by liberal orders from eastern concerns, as was the case on Monday, when eastern shippers took hold freely on the late market and the trade closed strong. Coarse, heavy packing hogs are neglected and selling 25c. under desirable grades. Mixed packing hogs largely \$4.50 to \$4.60. Common bulls, \$4.25 to \$4.40. Choice mixed, with butcher top, \$4.55 to \$4.65. Light bacon and sorted shippers, \$4.50 to \$4.55. Common light mixed hogs, \$4.25 to \$4.45. Shipping droves of medium and heavy weights largely \$4.55 to \$4.60. Extreme top, \$4.67½. Pigs, \$4.00 to \$4.25.

**SHEEP.**—Receipts of sheep and lambs this week, 40,000, against 47,000 the same period last week, showing a decrease of 7,000. We have enjoyed a very active market, prices advancing each day. The close last week was very satisfactory. Wool lambs sold Saturday at \$7.15, but to-day they were eagerly bought by the packers at \$7.45. Clipped lambs advanced sharply, and good to choice are selling from \$6.25 to \$6.75. Sheep show an ad-

vance of 10 to 15c. over values last week, with top wethers selling up to \$5.75. Bulk at \$5.25 to \$5.60. Native ewes rather scarce and find ready sale at a range of prices from \$5 to \$5.60—the latter being top. Spring lambs rather scarce also, and very best selling at 8c. lb. Good to choice around \$7.00 to \$7.50. Medium kinds are not much wanted. Fed stock getting rather scarce. Natives, although in more evidence at present than any time this season, still firm and a very small percentage of the offerings at this point; while prices are very satisfactory and look quite high, still all indications point to strong markets for the balance of the month and through June.

## KANSAS CITY

(Special to The National Provisioner.)

Kansas City, May 27.

**CATTLE.**—Receipts this week were 23,600; last week, 24,200; same week last year, 28,900. The cattle market has not received a setback for over two weeks, but has made gradual gains all the time, with the exception of veal calves and stock cattle. Beef steers are 20c. higher than a week ago. The top yesterday for the week was \$5.40, with bulk of sales of beef steers above \$4.80. Butcher stuff has gained about the same; spayed heifers selling from \$5 to \$5.20 this week. Heavy feeders are 15c. higher on account of better beef cattle prices, and sell up to \$4.65. Stockers are 10 or 20c. lower. All kinds of killing cattle now bring the best prices of the present year to date.

**HOGS.**—Receipts this week were 46,500; last week, 56,700; same week last year, 54,800. Hogs are steady; they lost for more than a week until yesterday, when a reaction of 5c. was noted. The market is strong to-day, as recent low prices have cut down the receipts the present week. Prices are 10 to 20c. below a week ago, with the least loss on light hogs, as shipping orders for light weights have been plenty. The top price to-day is \$4.60; bulk of sales, \$4.40 to \$4.55; weights below 200 up to \$4.45.

**SHEEP.**—Receipts this week were 14,800; last week, 18,500; same week last year, 31,400. Native sheep and lambs have gained 10 to 20c. during the past week. Texas are 10c. higher. Woolled Colorado lambs brought 7c. this week, otherwise all offerings are clipped stock, and sell up to \$6.10 for lambs; yearlings and wethers up to \$5.50 or \$5.60; ewes at \$5.25; Texas muttons, \$4.50 to \$4.90. The proportion of Texans is running light for this season of the year.

**HIDES** are unchanged. Green salted, 7¼c.; side brands over 40 lbs., 7c.; under 40 lbs., 6c.; bulls and stags, 6¼c.; uncured 1c. less; glue, 4c.

Packers' purchases this week:

	Cattle.	Hogs.	Sheep.
Armour .....	4,422	16,002	5,130
Cudahy .....	2,934	10,000	227
Ruddy .....	744	25	513
Schwarzschild .....	3,667	6,450	2,429
Swift .....	3,450	8,498	3,770

## CATTLE SLAUGHTERED.

Special reports to The National Provisioner show the number of cattle slaughtered at the following centers for the week ending May 21:

Chicago .....	30,041
Omaha .....	12,919
Kansas City .....	14,168
St. Joseph .....	8,054
St. Louis .....	8,249
Cudahy .....	374
Sioux City .....	1,657
Wichita .....	414
South St. Paul .....	971
Cincinnati .....	3,127
Louisville .....	1,105
New York and Jersey City .....	7,936

## HOGS SLAUGHTERED.

Special reports to The National Provisioner show the number of hogs slaughtered at the following centers for the week ending May 21:

Chicago .....	97,960
Omaha .....	70,082
Kansas City .....	51,654
St. Joseph .....	39,312
St. Louis .....	25,580
Cudahy .....	7,317
Sioux City .....	12,531
Ottumwa .....	14,550
Cleveland .....	12,750
Cedar Rapids .....	12,707
Wichita .....	6,807
Nebraska City .....	7,040
Bloomington .....	1,889
South St. Paul .....	19,419
Cincinnati .....	9,374
Indianapolis .....	20,686
Louisville .....	6,800
New York and Jersey City .....	28,792

## SHEEP SLAUGHTERED.

Special reports to The National Provisioner show the number of sheep slaughtered at the following centers for the week ending May 21:

Chicago .....	55,206
Omaha .....	11,947
Kansas City .....	13,629
St. Joseph .....	15,807
St. Louis .....	15,841
Cudahy .....	315
Wichita .....	38
South St. Paul .....	3,522
Cincinnati .....	1,224
New York and Jersey City .....	22,072

## RECEIPTS AT CENTRES.

## SATURDAY, MAY 21.

	Cattle.	Hogs.	Sheep.
Chicago .....	300	17,000	3,000
Kansas City .....	50	3,000	300
Omaha .....	350	9,000	250

## MONDAY, MAY 23.

Chicago .....	22,000	45,000	15,000
Kansas City .....	5,000	10,000	5,000
Omaha .....	2,000	5,500	4,000
St. Louis .....	4,500	3,500	6,500

## TUESDAY, MAY 24.

Chicago .....	2,500	20,000	10,000
Kansas City .....	8,000	11,000	3,000
Omaha .....	6,000	10,000	3,200

## WEDNESDAY, MAY 25.

Chicago .....	24,000	30,000	13,000
Kansas City .....	5,000	9,000	3,000
Omaha .....	4,500	14,000	4,000

## THURSDAY, MAY 26.

Chicago .....	7,000	25,000	10,000
Kansas City .....	2,000	7,000	2,000
Omaha .....	2,600	8,000	500

## FRIDAY, MAY 27.

Chicago .....	1,500	17,000	4,000
Kansas City .....	1,000	7,000	2,000
Omaha .....	1,200	8,000	1,000
St. Louis .....	1,500	5,500	700

## NEW YORK LIVESTOCK.

## WEEKLY RECEIPTS TO MAY 23.

	Bees.	Cows.	Calves.	Sheep.	Hogs.
Jersey City.....	1,624	—	5,846	16,284	10,061
Sixtieth street.....	1,632	88	11,821	5,749	—
Fortieth street.....	—	—	—	—	15,636
Lehigh Valley.....	5,325	—	—	—	3,095
Weebawken.....	856	—	—	1,182	—
Scattering.....	—	62	74	51	—
Totals.....	9,457	150	17,741	23,206	28,792
Totals last week.....	9,951	121	13,628	23,016	29,686

## WEEKLY EXPORTS TO MAY 23.

	Live cattle.	Live sheep.	Qrs. of beef.
Schwartzschild & S., Sa. Georgie....	425	—	—
Schwartzschild & S., Sa. Minneapolis	375	66	2,113
Schwartzschild & S., Sa. Philadelphia	—	—	896
J. Shamburg & Son, Sa. Georgie....	425	1,132	—
J. Shamburg & Son, Sa. Minneapolis	375	—	—
Morris Beef Co., Sa. Georgie.....	—	—	2,200
Morris Beef Co., Sa. Cedric.....	—	—	1,650
Morris Beef Co., Sa. Philadelphia...	—	—	1,900
Armour & Co., Sa. Georgie.....	—	—	1,500
Armour & Co., Sa. Philadelphia...	—	—	1,450
Swift Beef Co., Sa. Cedric.....	—	—	1,200
G. H. Hammond Co., Sa. Georgie...	—	—	600
Cudaby Packing Co., Sa. Campana...	—	—	1,750
Miscellaneous, Sa. Trinidad.....	71	62	—
Total exports.....	1,671	1,194	14,359
Total exports last week.....	3,903	1,798	18,300
Boston exports this week.....	1,336	—	5,973
Baltimore exports this week.....	1,060	1,148	—
Philadelphia exports this week.....	1,455	—	916
Newport News exports this week.....	356	—	—
Portland exports this week.....	875	1,207	—
Montreal exports this week.....	6,051	183	—
To London.....	4,291	—	4,062
To Liverpool.....	5,746	3,487	13,840
To Glasgow.....	1,629	—	—
To Cardiff.....	227	—	—
To Avonmouth.....	350	183	—
To Manchester.....	590	—	—
To Southampton.....	—	—	8,346
To Bermuda and West Indies.....	71	62	—
Totals to all ports.....	12,964	3,732	21,248
Totals to all ports last week.....	9,871	6,970	29,400

## CHEMICALS AND SOAPMAKERS' SUPPLIES.

74% Caustic Soda at \$1.80 to \$1.85 for 50%.
76% Caustic Soda at \$1.85 to \$1.90 for 60%.
60% Caustic Soda at 2c. per lb.
98% Powdered Caustic Soda at 3c. per lb.
58% Pure Alkali at 90c. to \$1 for 48%.
48% Carbonate Soda Ash at \$1.10 per 100 lbs.
Borax at 8c. per lb.
Talc at 1½c. per lb.
Palm Oil in casks 6c. lb., in barrels 6½c. lb.
Green Olive Oil at 57c. to 58c. per gal.
Yellow Olive Oil at 54c. per gal.
Green Olive Oil Foots at 5½c. lb.
Cochin Coconut Oil at 7¼ to 7½c. lb.
Ceylon Coconut Oil at 6½ to 6¾c. lb.
Cottonseed Oil at 30c. to 33c. per gal.
Corn Oil at 4c. per lb.
Rosin—M., \$4; N., \$4.10; WG., \$4.35; WW., \$4.50 per 280 lbs.

SEE PAGE 52

FOR

BARGAINS

AND

SITUATIONS

## GENERAL MARKETS.

## LARD IN NEW YORK.

Western steam, \$6.60@6.70; city steam, \$6.20; refined, continent, tes., \$6.90; do., South America, tes., \$7.35; do., kegs, \$8.35; compound, \$6.

## HOG MARKETS, MAY 27.

CHICAGO.—Receipts, 17,000; strong to 5c. higher; \$4.20@4.72½.

KANSAS CITY.—Receipts, 7,000; strong; 5c. higher; \$4.30@4.60.

OMAHA.—Receipts, 8,000; strong; 5c. higher; \$4.30@4.50.

ST. LOUIS.—5@10c. higher; \$4.10@4.75.

CLEVELAND.—Receipts, 35 cars; strong; \$4.85.

INDIANAPOLIS.—Receipts, 6,000; higher; \$4.50@4.75.

EAST BUFFALO.—Receipts, 30 cars; 5@10c. higher; \$4.75@5.

## LIVERPOOL.

Liverpool, May 27.—(By cable)—Beef, extra India mess, 57s. 6d.; pork, prime mess, western, 62s. 6d.; shoulders, 32s. 6d.; hams, s. c. 45s.; bacon, c. c., 37s. 6d.; do., short ribs, 37s.; long clear, light, 36s. 6d.; do., heavy, 35s.; backs, 35s.; bellies, 36s. 6d.; turpentine, 43s. 3d.; rosin, common, 7s. 3d.; lard, prime western, tes., 33s. 3d.; 28-lb. pails, 34s.; cheese, white, old, 40s.; do., new, 38s.; do., colored, old, 42s.; do., new, 38s.; American steam lard (Hamburg), 50 kilos, 32½s.; tallow, 20s. 3d.; do., Australian (London), 24s. 3d.; cottonseed oil, refined (Hull), 18s. 3d.; linseed oil (London), 15s. 9d.; petroleum, refined (London), 6 7-16d.

## OLEO AND NEUTRAL LARD.

The oleo and neutral lard markets continue extremely quiet, though we have had a little business during the last two days in choice oleo at the old price of 43 florins. The market, however, is not strong at this price; the tendency is towards lower figures.

In cottonseed oil there has been quite some business, owing to the break in prices.

## ROTTERDAM.

Rotterdam, May 14.—The oleo-oil market has been rather active during this week. Total sales were about 1,800 tierces American and oleo and stock, against about 6,833 tierces during the same period in 1903, and against about 7,671 tierces last week. Arrivals were 600 tierces. Total arrivals from America this year, 88,875 tierces; same period 1903, 69,296 tierces. Present stocks of American oleo and stock are about 10,400 tierces, against about 11,500 tierces same time last year.

Imports of margarine (butterine) in England amount this year, in the week ending May 7th, to 17,914 cwt., against 14,602 cwt. during about the same period in 1903, and 18,691 cwt. in the preceding week.

Neutral lard is declining; strictly choice brands sold on shipment at 41 fl., and backfat neutral lard at 40 fl.

Cottonseed Oil.—Absolutely nothing doing, owing to the weak tendency in the United States. Holders are anxious sellers, but churners have entirely withdrawn from the market; arrivals none during last week.

## FRIDAY'S CLOSINGS.

## Provisions.

Hog markets at the West were strong to 5c. higher. The products opened weak on pork, and which was soon 10c. lower, while lard and ribs, after opening 5@7 points up, became weak, and in a few minutes lost the improvement. Estimated Chicago stocks, 50,000 bbls. pork (52,857 bbls. May 1), 85,000 tes. contract lard (75,413 tes. May 1) 21,500, 000 lbs. short ribs (22,268,715 lbs. May 1).

## Cottonseed Oil.

When the New York market suddenly jumped yesterday (Thursday) afternoon on one or two demands for prime yellow to 30c. for August delivery, it brought out liberal offers to sell, with about 5,000 bbls. offered at that and not taken. This morning there was a reaction to about ½c. decline. Sales of 600 bbls. prime yellow, August, at 29½c., and further offered at that; July at 28½c. bid and 29c. asked; June nominally 28c. Sale of 3 tanks crude, Southeast, at 20c.

## Tallow.

Quite firm, with 4¼c. asked for city, hhds., and no new features from those in our review.

## Oleo Stearine.

The trading price is 5¼c., at which the moderate sales of the week have been made, with to 6c. asked.

## THE PRESERVATION OF BONES.

The value of the bones accumulating in the shop has not been fully understood by the average butcher, and it is the aim of these remarks to acquaint readers with a few methods which have from time to time been recommended for the preservation of bones in order to make them available as a food product long after they were cut out of the fresh meat. The principal obstacles met with are the presence of fat in all fresh bones, and also that of the nitrogenous bodies omnipresent in them. While the former causes rancidity in the bones, moisture and heat develop decomposing ammoniates through the agency of the proteids.

To overcome these difficulties various methods have been tried and discarded as unsatisfactory. D'Arcet's process, while scarcely applicable on a large scale, is still one of the best methods where no large quantities of fresh bones are to be preserved for future use for the preparation of bouillon or similar products. A solution of cartilagenous matter, containing approximately 30 per cent. of dry substance, is heated to about 160 deg. F., and the bones, which may have been previously deprived of their fat by steaming or boiling in water, immersed in the hot liquid a few times for a few seconds, or until a sufficiently heavy layer of cartilage is formed on the surface of the bones. After drying the bones on a net or screen in a draught of warm air, the dipping and drying are repeated until the coating acquires the desired thickness. The final drying must be continued until all traces of moisture have disappeared from the surface, when the bones are in a state of preservation suitable for long continued storage.

## THE TRADE AUTHORITY.

The National Provisioner is the trade authority in all lines of a widely important field. Subscribe for it.

## RETAIL SECTION

### LIFE TERM FOR BUTCHER THEFT.

Louis Oliver, who, in company with Fred. Lesarge, stole \$3 and two hats from a butcher shop at Mason, Mich., has been sentenced for life.

### ST. LOUIS BUTCHERS' WEEKLY HOLIDAY.

The butchers of St. Louis have decided to close their establishments every Thursday afternoon during the Fair in order to give their employees an opportunity to see the Exposition. The order will be effective June 1.

The convention of National Association of Master Butchers is scheduled for St. Louis July 25.

### EXIT PORK SAUSAGES.

The oyster and the pork sausage get out of the market about the same time of the year. They are gone now. There are oysters and some pork sausages eaten all the year around, but the average butcher has scratched the latter from his order list because they attract flies and are too hard to keep. The losses on pork sausages during the hot weather more than cut the profit out at even a high price for the product. These higher prices help to kill the summer trade in pork sausages. There are many butchers who figure that the loss on pork itself is too great to make it a profitable market article. That is mostly true because of the attempted sale of home-killed country pork. It is unrefrigerated and readily yields to the influences of heat.

### GOOSE BREAST OR "SPICKGANS."

This valuable dish is best prepared in larger quantities for the market during the goose season. The meat from the breast of the goose, which must be most carefully cleaned in the usual manner, is separated from the breast and other bones in such a manner that

cutting of the meat is as much as possible avoided. It is then washed in cold water and transferred into a pickle of the following composition: 7 pounds salt, 1½ pounds of sugar, ¼ pound of saltpeter, and 1-10 pound of boracic acid. This dry pickle is very thoroughly rubbed into the meat, and the latter is then packed solidly into wooden packages, and the packages hermetically sealed. The pickling is continued at a temperature of 12 deg. C., and the containers turned upside down and back twice a day for 14 days. The packages are then opened, the meat thoroughly washed and placed on a dripping board to remove adhering moisture. The breasts are next sewed up with thin and clean twine, wrapped in white tissue paper, and hung in cool smoke for eight days. The paper is then removed and the product ready for the market, where it meets a ready demand as an exquisite delicacy of the season.

### SPANISH SAUSAGE.

A great delicacy of a rather expensive composition, however, is the sausage as prepared in Spain. The hind and fore quarters, back and ribs of a whole small pig are cut on the block until the whole forms a uniform mass. The bones, of course, are previously carefully removed. A sufficient quantity of salt is added during the chopping. A mixture of spices, given in metric weights, is prepared as follows: 1 gram mace, 8 grams of pepper, 15 of lemon peel, a few laurel leaves, one-half pint of Spanish wine and six salted and skinned beef tongues are thoroughly intermixed and added to the chopped meats. The skin of the pig is filled with the entire mixture, rolled tightly and securely fastened by a string. The whole is next wrapped into strong muslin and boiled in a mixture of two parts of water, one part of vinegar and one part of wine for one hour. A mild, cold smoke finishes the operation.

### LOCAL AND PERSONAL.

The Retail Butchers & Meat Dealers Protective Association of Allegheny County, Pa., the Pittsburg organization, has formed a branch in Allegheny, with a large membership:

Owing to lax meat inspection methods in Los Angeles, Cal., the local retail butchers' association is talking of a movement for a municipal abattoir. The trouble is due to the number of individuals who slaughter meat and sell it direct without inspection. There are an unusual number of these small slaughterers in the vicinity of Los Angeles.

Walter Bronson is building a new market at South Shaftsbury, Vt.

Alderman Chris. Power, of Nashville, Tenn., who is also a meat dealer, was in court last week charged with sending spoiled meat to the city jail, where he has the meat contract.

Frank Malloy has opened a new market at No. 27 Caroline street, Saratoga, N. Y.

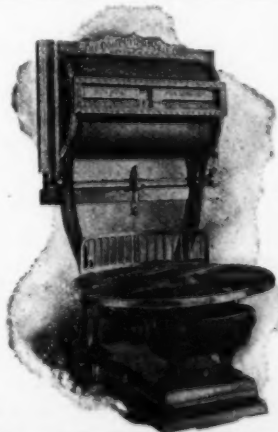
Meat dealers in New Orleans are opposing a movement started there to enforce Sunday closing of shops. They say it would be impossible to take care of Sunday trade on Saturday, because of the heat and lack of ice among the poor. The matter of a Sunday closing law is before the State Legislature.

King Bros. have opened a new market at Westfield, Mass.

McClain & Gregg have opened a new shop at Savannah, O.

Becker & Collins have succeeded Eckenrode & Becker in the meat business at Gettysburg, Pa.

The Peoria Packing Company entertained the butchers of Peoria and Pekin, Ill., at an elaborate banquet last week.



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are the acme of perfection. They are provided with our improved dash-pot, which prevents all unnecessary oscillation.

### SELL AT SIGHT.

The magnifying glass over the value figures make it the easiest scale in the world to read. As the scale is absolutely automatic, the value of the merchandise is instantly found by placing it on the scale.

### SAVE THE PENNIES

which you give away with your old style scale by adopting the Moneyweight System.

### EXAMPLE.

If you sell one-half pound of merchandise at 11c. per pound, our scale says you should

receive 6c. for it. Likewise if you sell one pound at 12½c. per pound, our scale says your customer must pay 13c. for it.

### MONEYWEIGHT SCALES

eliminate all errors in calculation. Their best friends are those who are constantly using them, for they realize the benefits to be derived and have found by practical experience that they

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They will accomplish the same results for you.

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MANUFACTURERS

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The Amalgamated Meat Cutters & Butchers Workmen of America elected the following officers at their recent annual meeting at Cincinnati: Michael Donnelly, president; vice-presidents, V. B. Schmidt, Stephen Vail, W. M. Sterling, H. L. Eichelberg, George Meachen, John Floersch and L. F. Rhinehart, Homer D. Call, secretary and treasurer.

Robert Woodhouse has discontinued his market at London, O.

Harry Ellis will open a new shop at Newport, Me.

Buchhardt & Goodman have established a new market at Tonowanda, N. Y.

Paul Graham will open a meat market and grocery store in the Bonker Block, Montezuma, N. Y.

Jules L. Mignery has sold his meat store at Great Barrington, Mass., to E. R. Humphrey.

The butchers of Chester, Pa., have formed an organization known as the Wholesale and Retail Butchers' Association, with these officers: President, John J. Buckley; vice-presidents, George Neild and George Glothen; recording secretary, Henry Schaffer; financial secretary, Jas. Taylor.

The Erie, Pa., Retail Butchers' Association have elected the following officers for the ensuing year: President, Joseph Killmaier; vice-president, William Locher; corresponding secretary, C. B. Loure; treasurer, Wm. Reichert; trustees, Joseph Loesch, Andrew Leib and John Blum.

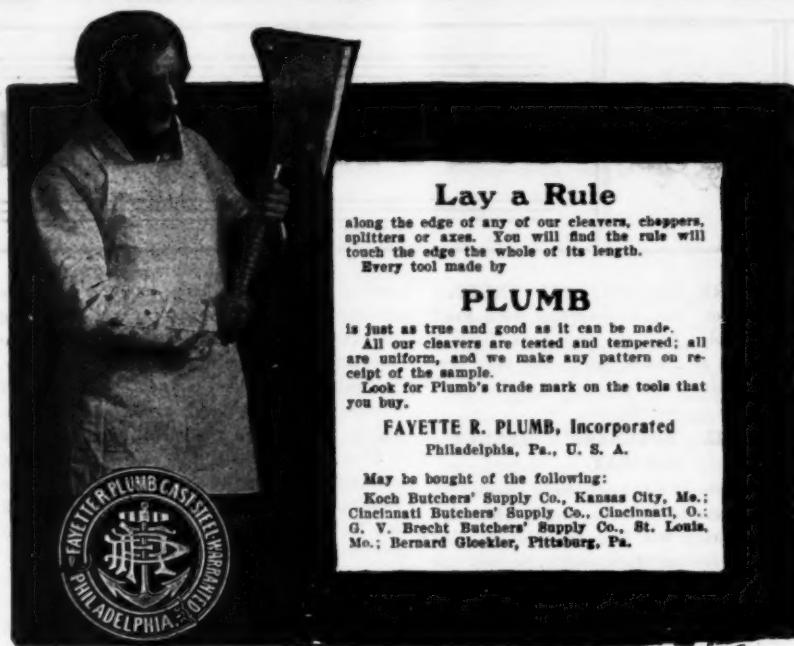
#### A SUGGESTED NEW VINEGAR.

The United States Consul at Birmingham, England, has recently stated that it is a surprise to Americans visiting England to find that cider vinegar is not used there, malt vinegar being in general use, and it is the malt vinegar, so they claim, that preserves in such a hard and firm shape the sour pickles made in England. He does not deny that cider vinegar is now used in some sections of England, but says that generally if you mention cider vinegar to people they express surprise that any one should use it, and even a cider maker said his firm did not make cider vinegar for sale, but if they had a little cider that had fermented he used the vinegar at his own house.

While cider vinegar is considered superior for salads and fancy cookery to any of the malt products obtainable, it is rather surprising that it has not been made use of to a larger extent in England. Some vinegar is made from crab apples, but this is, strictly speaking, matic acid, natural to the crab apple, and not a vinegar made by acidifying alcohol and cider.

#### A NEW GREASE FOR BOOTS.

A grease for boots which is said to prevent sore feet entirely is made of four parts of lard, four parts of olive or cottonseed oil, and one part of raw rubber (caoutchouc). These ingredients are melted together over a slow fire. Having moistened the sole of the boot with water, the boot is warmed in a stove or before a fire, and smeared over with the compound.



**Lay a Rule**  
along the edge of any of our cleavers, choppers, splitters or axes. You will find the rule will touch the edge the whole of its length.  
Every tool made by

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is just as true and good as it can be made. All our cleavers are tested and tempered; all are uniform, and we make any pattern on receipt of the sample.  
Look for Plumb's trade mark on the tools that you buy.

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May be bought of the following:  
Koch Butchers' Supply Co., Kansas City, Mo.;  
Cincinnati Butchers' Supply Co., Cincinnati, O.;  
G. V. Brecht Butchers' Supply Co., St. Louis, Mo.;  
Bernard Gloekler, Pittsburg, Pa.

#### SCIENCE OF SELLING GOODS.

We are living in a scientific age and the tendency is to reduce the old empirical methods as nearly as possible to an exact science. Until recently but little has been understood about what we may call the psychology of salesmanship, but progress is being made in this direction, and in Chicago a school has been opened to teach men how to sell goods according to well defined principles.

At first sight this may seem impracticable, says an exchange, but an examination will, we think, convince the man who sells goods that he can be helped in his work. It is well known that the ability to sell goods is frequently a question of individual qualifications, but just what these qualifications are has not heretofore been formulated.

A good illustration of the existing conditions is found in the domestic operation of cooking. Prior to the existing of cooking schools there were many excellent cooks, but their knowledge was not in shape for transmission. They worked by intuition, and had no set rules that could be used for the guidance of others.

Thousands of men can sell goods, but in many instances they not only are unable to tell others how they succeed, but as a matter of fact do not understand their own power. Investigation and study along this line cannot fail to be productive of good results. It is claimed by advanced thinkers that the successful salesman is the one who either consciously or unconsciously applies the proper mental qualities to his task. In every person there exists what may be called a double nature. Every mental quality has its opposite, such as hope and doubt, courage and fear, love and hate. In this double nature one set of qualities tends to make the good salesman, while the other set tend to render him less effective in persuading the customer to buy.

It is claimed that those qualities which produce good salesmanship can be developed just as the physical body can be developed by exercise. It is alleged that every man who sells goods can become a better salesman if he will develop the positive side of his character and correspondingly suppress the

subjective side. It is admitted that the characteristics of the customer must be taken into account also. There are persons who will buy more readily from a poor salesman than from a good one, but there are exceptional instances. It seems reasonably certain that the advanced educated salesman can succeed better with a greater number of customers. He can, therefore, afford to score an occasional failure as distinguished from the salesman who only scores an occasional success.

Many high class salesmen are inclined to ridicule the idea of teaching the art of salesmanship, but the necessities of the commercial world are such that the education of salesmen by some proper system has become necessary. It is a fact patent to everyone that here and there men spring up who can sell immense quantities of merchandise, apparently without effort, while others, strive as they may, are never anything better than mere order takers. The fact that this amazing disparity exists and yet is not understood, is sufficient excuse for investigation along this line. No condition can exist without a cause, and it would appear that a scientific examination of what may be called the metaphysics of salesmanship, cannot fail to be productive of good results. If the accumulated experience of many salesmen has proved that certain methods are effective, a formulation and scientific analysis of such methods should ultimately enable the teacher to reduce the selling of merchandise to a more exact basis.

We have no especial knowledge of the course of lessons as taught by the school of salesmanship which is now conducted in Chicago, but we believe that progress will ultimately be made. Perhaps some of the great institutions of learning may ere long unbend their dignity sufficiently to abandon some of their scholastic but useless studies and institute a chair of salesmanship so that young men may be taught something that will be of great practical benefit to them in the commercial world, which at the present time demands more good salesmen than it can obtain.

